UNIFRUITCO

January
1929

Vol. IV
No. 6

M. E. Schoen
Editor

A Message to Company Employees
From BRADLEY W. PALMER, Chairman Executive Committee

What an Outsider Thinks of the Company's Medical Department
From "Industrial Medicine" for September, 1928

What Price Sugar?
By JESSE B. TRINLER

Transportation of Cane by Tractors
By T. A. MacKENZIE

New Pruning Methods
Report made by H. E. CAUNTER

Letters from a Company Traveler
By VERSON W. GOOCH

Soil as a Product of Rock Weathering
By AUGUSTO BONAZZI

Regulations Governing the Entrance of Ships into Havana
By OCTAVIO AMENABAR

"All for One—One for All"
By FRANK H. BRAUN

Ships of the Great White Fleet
The *Beverly* and the *Belvidere*

Conference of the Fruit Dispatch Company

Buying on the West Coast
By J. THOMAS O'NEILL

Published Monthly by United Fruit Company

For Employees in all Branches of its Service

UNITED FRUIT COMPANY
BOSTON MASSACHUSETTS.

How An Important Message to Employees Was Formulated by Bradley W. Palmer, Chairman, Executive Committee, United Fruit Company

To the Editor of UNIFRUITCO:

Dear Mr. Editor (or Miss Editor, as the case may be, but in the latter case, please print this without reading).

Some time ago President Cutter suggested that I should address the executives at their annual conference. He did so partly on account of the position which I have the honor to hold, and partly because he is a brave man. He is willing to take any risk.

I could not refuse, nor did I desire to do so. But the usual trepidation followed. What should I say to interest, to encourage and, if possible, to impress those upon whom so much depends?

And so I had to think and to turn over in my mind this and that. Ruminating alone, without the infallible sureness of feminine intuition, without the consolation of feminine sympathy, there came to me the terrible thought of the influence of Woman on History. Think it out for yourself and reflect upon the baneful instances, all the way from the sirens of Scylla and Charybdis, and Helen of Troy, down to the most modern Baiter of Bootleggers. Yes, we must stand together to protect ourselves. And then, what about the Company? How much harm could be done, how much efficiency destroyed by domestic misunderstanding. I was intrigued by the thought. I pictured to myself the constantly recurring, the never ending scene of these our times.

In the still watches of the night, the Loved One sings again the old, old song (in prose), running somewhat as follows: "John, you worm, you spineless insect! Why don't you assert yourself, why don't you demand your rights? *They* (meaning John's boss, and his boss and every one up to the president and board of directors) all know your wonderful talents, but what good does that do? When do you get a raise?" Of course, the obvious answer runs as follows: "Maria, why did the cook burn the beefsteak tonight? Can't you detach a few moments from Organized Bridge for the home?", or, more modern, "Jane, how many cigarettes do you smoke? Don't you think you are impairing your health, and even endangering the Wonderful Ones to come?" And so on far, far into the night.

Would it not be better, it occurred to me, if John could give the Gentle One a gentle answer in the hope of making her gentle,* and can we not help our Johns to answer somewhat as follows: "Oh Beloved, Light of my Life, Inspiration of my Dreams, my bright particular Star of Guidance! Words of wisdom drip from your lips, oh, Venus and Minerva (for the first time combined in one), and well do I ponder them. I have even acted and taken steps. I have conferred with the Difficult Ones who must be persuaded and there is hope."

This should answer. but in case it does not. and She should ask "When?" and "How?" then there may be added embroidery to suit the taste (or the target).

And so unconsciously, to give John confidence, to protect our Company from perils and woe, a "Message" was born.

B W Palmer

* "*Maybe*" (note to the printer). Put this in smallest type so that She won't notice).

And the Message As It Was Delivered by Mr. Palmer Before Company Executives in Boston at the Annual Conference on November 27, 1928

MR. President and Gentlemen: When Mr. Cutter first became our president he invited me to speak before an informal gathering, and I mentioned then the importance of the relationship between the stockholders and the employees; and by employees I meant to include and do now include the executives. I said then that some time I hoped to enlarge upon that very important topic, and when Mr. Cutter invited me to address you this evening, I thought it an opportune time to do so.

Before going forward, however, I must warn you. Mr. Cutter said that the speeches this evening were to be limited to five minutes each, but that I could take as much time as I liked. Therefore, I suggest you fill your glasses (with water) and adopt a comfortable attitude because I am not going to be out in five minutes. I could not impart to you the idea that we have, the scope of it, in that limited period, because the relations of the stockholders, through their representatives, the directors, on the one hand, and the executives and employees on the other, of a corporation as large and as far reaching and complex as ours, are of too great importance to be discussed within any such limit of time.

You gentlemen have been having your meetings together as executives for the purpose of reaching mutual understandings and of benefiting by exchange of views concerning organization and perfecting the idea of cooperation. That is very well; that is one of the advantageous things that our present president has introduced in this Company and which is bearing very good fruit. But there is something else which we deem of equal importance, and that is that you gentlemen here and the other executives and employees should have the benefit of understanding in a general way what the motives of the directors are; because when questions of policy of the enterprise as a whole come before them, it is often necessary for the directors to decide many things directly and indirectly affecting your interests, And when such decisions are made, you will be more contented and earnest in doing your part, if you believe that the directors bring into their deliberations, not only the single purpose to decide for the best for the Company, but also a realization that the quality of your service is vital to the Company's success. Of course you would be even more contented and enthusiastic if you felt, as I hope you will feel, that the directors are men of experience and discretion and are not influenced by fantastic notions, or by personal or selfish interests of their own.

Our Company is so far flung, so widespread geographically, that it is impossible for the directors here to become as well acquainted with you all as we should like, or for you to become better acquainted with them, although such intimacy is so desirable for you thoroughly to understand our motives and the bases of our decisions. Therefore, I welcome the opportunity of explaining in a very brief and general way some of the things in this connection in which I think you would be interested.

The relationship of the stockholders to the employees. It is a very broad topic. I wish to develop it somewhat, because I have a message to convey to you tonight. To do so, I must travel a little afield, and start by considering corporations in general, especially regarding the relationship between these two groups, but you will see, I think, if you remain

awake, the analogy or the bearing of the general remarks upon our own particular Company.

This is Boston. It is not appropriate to the traditions or customs here to begin such an important address as I trust this will be, without some text, without having something definite to start from. If this were a meeting of the "Boy Scouts" or of the "Endeavorers to promote Prohibition," you would naturally expect me to begin with some biblical quotation. It is not, so I must start with a classical one. The most appropriate one that occurs to me is the first line of "Caesar". Of course I should naturally repeat the quotation in its proper language, but there are members of various other colleges here present, and I am afraid they might not understand. So I will simply give the translation, which is as follows: "All Gaul is divided into three parts".

Now all corporations are divided into three parts. The workers who make the money, the stockholders who get it, and the directors who superintend the operation. Some people regard directors perhaps, as physicians, who attend the transfusion of blood from the heartthrobs of the workers to the veins of the stockholders. That is not so bad.*

There is another analogy that occurs to me along the same line. In the old days, physicians were called leeches, because they bled their patients. They did not often know what the trouble was, but it did not matter for they had only one remedy, to extract blood. Directors in the old days did the same to the stockholders, often for similar reasons, because they didn't understand their patient's ailment, or because they expected to earn a fee. But for reasons readily understandable both practices became unpopular. The patients disliked the operation of having their blood let, and directors who resorted too often to the same processes upon their stockholders had to give way to others who could find other less painful remedies to improve the corporate health.

Since those days, times have changed. Directors of greater knowledge and of clearer vision prevail and now the enormous importance that corporate organization has assumed is one of the greatest wonders of modern times. For not only in economic and business affairs, but in science, in the promotion of education, public welfare and health, and in all the activities of civilized life, the corporation is the instrument of accomplishment. And their prosperity is amazing beyond belief. There is nothing equaling it in history.

NOW the prosperity of corporations at this time has been due to a number of fundamental reasons. There are two in particular of which I wish to speak. In the old days, not so many years ago, the attitude of the officers of corporations was very different from that of today. The president of a company regarded its property as his private emolument. It was his own watermelon to cut up as he liked. The officers assumed they had certain privileges, something of their own in the corporate entity. Even novelists pictured the young heroine as the daughter of a railway president who could as a matter of accepted private right, at any time, command a special train to rescue her lover in distress.

Not so many years ago, the officers and presidents of corporations assumed that they had the right and privilege to mingle their private affairs with those of their corporation, and to make such private gain as they could, perhaps through the issue of securities, or making loans, or in dealing with the company's property, or in various transactions or contracts in which they would become personally interested. Not so many years ago, such practices were common, but not now. Very seldom do you hear complaints in that respect at the present time. Stockholders have become insistent upon their rights. Public opinion has changed all that and that is one of the reasons why the companies are so prosperous at the present time; because those things have disappeared.

Modern stockholders expect their executives to devote their undivided effort to corporate purposes, to carry on the corporation's business without any thought of their own private advantage or gain.

There has been a similar evolution, a similar change with respect to the operatives, I mean the ordinary workers. In the old days the ordinary workers took little regard of the company's affairs, gave their services for their

* The editor remarks that there was laughter at this point, indicating that some in the audience approved this bizarre suggestion.

wages and did no more than they had to do. But stockholders, again as a class I am speaking, have from time to time, and from year to year, conceived the idea in their own selfish interests, that it is wise to encourage the ordinary worker, the laborer and employee, as well as the officers, to extra effort; and the wise ones have found various means to bring it about so that by some device or thought, or idea or another, the stockholders, through the directors, have not only paid specified wages to employees, but have found direct and indirect ways of encouraging their interest. It is now recognized that it is worth money to the selfish corporation, if it wants to make more money, to be more generous to its employees and to give them inducements for extra effort.

Such things have had enormous effect in helping to bring about the marvelous prosperity of many corporations, a prosperity in which our own company shares.

Fortunately for us, so far as this Company is concerned, the original moving spirit of it, a man of extraordinary simplicity, was a man of equal honesty and integrity, who viewed the Company and its business and affairs it is true, as his own, but only to the extent that it was something to which he must devote his loyalty, not for himself, but solely for the owners who were the stockholders. Never once in the long years I was with Mr. Preston was there the slightest doubt that in his splendid efforts the Company's interests were paramount; and never did any private interest of his, direct or indirect, influence his decisions for the Company. There is a very valuable thing, because the head tempers the others. What the president thinks and does is liable to find its way down to influence others.

That thought was brought very forcibly to me once. Many years ago I was engaged in an affair where officers of a corporation were using its funds and credit, at its risk and expense, but for their own gain. In searching the books I came across, to my tremendous surprise, evidence of peculation by two junior employees, both men of good standing, and generally respected. Each had taken $15,000. There was no excuse. I called them in. I said "Why? You know better, you are educated, honest men of good standing. Why have you done this thing?" Each said the same thing. "We know that our officers and directors are making millions out of this company that they do not deserve; why should we not make some?" I have no doubt if I had gone far enough I would have found that atmosphere permeated the entire company. As a matter of fact, that policy ruined the company. But when I told those two young men that those wrongs would be corrected, they spoke as if a great burden had been taken from their shoulders. "That relieves us of our discontent," they said, "we will gladly pay back the money which we have taken."

That is an effective illustration of the force of example, but that was not the point I intended to make. The fact that those directors and those officers were regarding their own private interests in transactions of the company, affected to an extraordinary extent the possibility of advancement of that corporation. I say this Company has been fortunate in never having had to go through such experiences at any time, because the character of the men at the head of your Company at all times has precluded such things, and in this respect I am confident there will never be a change.

NOW what about the employees? We haven't had to go through the process of, what shall I say, advertising to the employees the interest of the directors in them. In the first place, I am not trying to state or prove that the directors of this Company have been superhuman in any way. Not at all. They had a pretty tough job when the Company first started in trying to get anybody to take positions in it. The suggestion to any man to go to the tropics was looked upon with great apprehension, and was not entertained, unless backed by extraordinary inducements. We found the necessity, among other things, to regard the welfare of the employees in various ways. That idea of taking extra care of employees was in the beginning a necessity of the Company. What I desire to suggest to you gentlemen here is that the idea, born perhaps of necessity, has become a tradition of the Company never to be withdrawn, but on the contrary to be encouraged; and the message I wish to give to you tonight bears upon that.

In speaking of the stockholders they are, of course, a great group of twenty to thirty

thousand now. While I venture to some extent to reflect their views, I am not justified entirely by personal acquaintance, but more by knowledge of the kind of persons and human beings whom I know them to be. But I do know the well known character of the directors, and the agreeable fact that they have always received the full and unqualified confidence of the stockholders. So I am not guessing at all when I say to you that interest in the employees, interest in their welfare, has always been a serious and paramount consideration of the shareholders through their directors.

It is true that the directors receive their appointment as such only by the stockholders, as their lawful representatives, but I want you to understand that those directors regard themselves as the custodians, not only of the interests of the stockholders, but the custodians of the interests of the workers as well. And I am very confident that the stockholders would not have it otherwise.

That is all I have to say. I want to leave with you two ideas, first that you may have confidence in the board of directors and second that they are interested in you as persons. Regarding the latter, I have so far spoken only of financial considerations. I have mentioned only the sound principle that it is wise for the stockholders to be considerate of you for the purpose of putting more money into their own pockets. But there is more than that, something more personal and more human in their attitude and in their feeling, and when you scatter from here and return to your places, I want you to carry in your hearts this firm conviction, as a message to the employees from the stockholders and the directors. It is this: your interests are identical with theirs, not only in making money, but in everything that concerns your welfare, your happiness and your prosperity.

What An Outsider Thinks of the Work of the Medical Department

A review of the Fifteenth Annual Report of the Medical Department of the United Fruit Company, for the year 1926. *This review appeared in The Indian Medical Gazette, Vol. LXIII, No.* 9, *September,* 1928, *under the title "Industrial Medicine".*

MEDICINE, in the hands of the ordinary practitioner, is primarily the derivation of a livelihood from human morbidity. As "Public Health" in the hands of the State, it is mainly philanthropic, with usually a far too small admixture of paternal legislative compulsion superadded. A more recent development is its direct application to Industry, and now many railways, mines, plantations, and manufacturing concerns maintain a medical department, the function of which may extend all the way from the purely curative to organizations taking entire charge of everything appertaining to the health of the employees, and range in magnitude from the solitary dispenser of the average Ceylon tea garden to a department directly comparable to the medical service of a government.

In the report under review we are introduced to industrial medicine at its apogee. Here we encounter a personnel of

Medical officers	53	(including one woman)
Consultants	6	
Nursing sisters	48	
Other staff	583	(including a Chief Sanitary Inspector)

operating in nine divisions, plus a headquarters. Not even the great railway companies of this country can make such a showing, but, in the case of the UNITED FRUIT COMPANY, we are not dealing with any organization in which there is the smallest admixture of government influence or capital, but with one of the greatest of the American Trusts—those much abused corporations commonly reputed to be soullessly devoted to profits at all costs.

That a purely business concern of this nature should devote funds for the maintenance of a medical department of this magnitude can be taken as proof positive that they find the application of medicine to industry financially profitable. . . .

It may, therefore, be taken as absolutely certain that such a Company would not maintain a medical department, unless to do so added materially to its profits, and that the size of the department, great as it appears, is not for any altruistic reason maintained at one sweeper more than can be justified to the management by its Chief. And yet what do we find, from the report, this Company doing medically?

IN the first place the report contains photographs of hospitals which any Indian city would be proud to number among its public buildings. In them over 29,000 persons were treated during the year under review, with a further 241,000 out-patients at these hospitals, and an unspecified number of "field dispensaries". . . . Nearly 2,000 major operations were performed, and we find a classification of diseases treated which for completeness puts the annual reports of the provinces of this country to shame. There are 143 heads of return, but in the case of the 29,000 patients admitted to hospital their diseases are further subdivided into 349 heads, which must be near the full known total of the ills that flesh is heir to. But next we come to statistics really valuable to the general management, the percentages of employees daily in hospital, average number of non-effective, partially effective, etc., statistics in this country only obtainable in regard to the Army. If, in spite of all this care, 14.27 per cent. of employees are non-effective—which we take from our own experience to be an excellent result—what would similar statistics for India reveal? . . .

Truthfully, it would pay the medical profession in this country to compile similar statistics. Clive Street possesses business "savvy" at least not incomparable with that of Wall Street.

Let us turn next from the statistical to the more strictly professional sections of the report. Again, we stand amazed at the volume of investigation reported—not done, be it remembered, by a carefully fostered research staff devoting their whole time to this, but by practising medical men whose employers apparently expect them to devote part of their time to the enhancement of medical knowledge in aspects immediately useful to the Company. We do not find basic researches, which it is the proper sphere of the great research institutions, such as the schools of tropical medicine, to undertake, but the scientific tackling of everyday problems, which here in India such institutions must tackle for lack of similar interest or opportunity on the part of the vast mass of practising medicos in this country.

Commencing with malaria, which the General Manager of the Medical Department in his covering letter to the President of the Company admits is directly responsible for from 38 to 40 per cent. of all hospital admissions, we find seven papers on subjects ranging from anopheline surveys to the elaboration of a precipitin test for the diagnosis of the disease, which for their "practicalness" would be hard to beat. In the first, the epoch-making researches of James and Shute in England—long since fully noticed in this journal—are very fully summarized, and their results pointed out in their applicability to the problem as it affects the Company. These briefly are:

(1) That a parasite survey demonstrated that men off duty in labor camps, but not on the sick-list, showed twice as many positive blood findings as those at work.

(2) That of these ambulatory malarias, nearly one-quarter showed as heavy a parasitic infection as the general run of cases in hospital.

(3) That the gametocyte rate (chiefly crescents) was 13.5 per cent.

(4) And that cases discharged from hospitals after treatment showed a gametocyte rate of 45.9 per cent.

It follows that a malignant tertian case "discharged cured" is a very distinct menace to his surroundings, and warrants in addition to "after-treatment" an intensive, short radius campaign of anopheline larva control around camp sites. The few breeding foci in the immediate neighborhood are a much greater menace than the large, remote, breeding foci.

As, according to James, malaria is a "house infection", fly swatting or house spraying is indicated. This is very difficult in Asia, owing to the purdah system, and the reviewer

only knows of one instance, in Madras, where it has been attempted. In any case, it is very doubtful if Indian anophelines are house-dwellers between bites to the same extent as A. maculipennis; they probably affect the surrounding undergrowth for rest and digestion.

Recommendations for after-treatment, and treatment without hospitalization, are made. As the paper concludes "We are attempting a practical control of malaria to reduce hospital admissions and supply more labor. This policy should tend toward the future reduction and stabilization of the labor force." Can any employer desire a more sane or practical outlook from his medical staff?

The anopheline survey and the precipitin test papers cannot be adequately summarized here. The latter—not yet perfected—bids fair to yield better results than even the examination of thick films, but it apparently fails completely to differentiate between the three species of parasite—no small matter if a drug like plasmochin, which is quite inert against the trophozoites of *Plasmodium falciparum*, should come into general use.

Another paper claims good results with hæmostatic serum in blackwater fever.

In the paper on plasmochin the results of the only post-mortem so far obtained on a case of death after the use of this drug are detailed. The liver was the organ mainly affected, but the actual cause of death remained obscure. It is not proposed to go into detail on the results of treatment with the drug here. The whole subject merits a full analysis of the published results of all workers. The medical officers of the Company are themselves not unanimous in their opinions regarding it.

FROM malaria, the report passes to the second great group of diseases affecting tropical labor—the dysenteries. The two papers included are: (1) a thoughtful article on the diagnosis of amœbiasis in the hands of the average worker, and *not* the protozoological specialist; and (2) a paper by Sir Aldo Castellani, one of the consultants, on the classification of the bacillary dysenteries. Next, lobar pneumonia, which accounts for 23 per cent. of the hospital mortality of the year, meningitis, and influenza are each the subject of a paper. There then follow some forty other papers dealing with unusual cases that have presented themselves in practice; with the serology of syphilis—several papers—snake bite (four papers), concluding with one paper each on the bionomics of the biting ceratopogoninæ (the author calls these sand-flies, which seems strange to oriental workers), equine trypanosomiasis, and emblaming. Some excellent book reviews conclude the literary section of the report.

Styled an "Annual Report", the book almost ranks with the *Medical Annual* as an indispensable volume for study by medical practitioners in the tropics.

Finally, owing to its industrial importance, we would draw attention to a report on "The selection of labor recruits" by Dr. W. Cordes, Bacteriologist of the Cuban Divisions. "The criterion for fitness consisted only in the examiner's judgment as to whether a man was in a satisfactory condition to perform his duty as a cane-cutter for five or six months, and at the same time not become a desseminator of some disease or a charge on the hospital." This is precisely the standard that is required in this country in regard to contractor's labor for public works of all kinds. At present there is absolutely no check of any kind on the collection by recruiting agents of human wreckage of the worst description, so be it that they can collect commission thereon. With regard to tea garden recruiting, government is more concerned with the prevention of kidnapping than with medical considerations proper. Even Ceylon, with its magnificent quarantine at Mandapam, only holds back a few major infectious diseases, and is not concerned directly with loss to the prospective employing companies, though these have to bear quarantine costs for all importations. But here we find 3.8 per cent. of recruits rejected, of which no more than 0.6 per cent. might have been caught even by the Ceylon regulations, being children too young for work. As the average coolies for earthwork cost about Rs. 30 in advances to recruits nowa-days the saving to prospective employers by the introduction of even a low standard of medical inspection for utility is obvious. The same lesson is also stressed in the observations of Fletcher and Jepps (1924) on dysentery in the Federated Malay States; the worst and most fatal type of dysentery with which they had to deal was among the immigrant malaria-ridden coolie labor imported from Madras.

When really expensive labor is concerned, such as tea garden labor, the saving is even more obvious. A magnificent testimony to the popularity of the Medical Department of the UNITED FRUIT COMPANY is the statement that many sufferers from chronic diseases endeavor to obtain employment with the Company solely with the idea of obtaining free hospital privileges. Not being a philanthropic concern, the Company rightly discourages this.

In Asia there is nothing on the scale of this organization of the UNITED FRUIT COMPANY, except the Medical Association of the Estates of the East Coast of Sumatra. The Indian Empire can show nothing like it. What pays the American and the Dutch—the latter a notoriously conservative race—would surely pay British-Indian industrialism, and we look forward to the day when Clive Street will awake to the losses that it suffers from not having equally well organized medical services under its control.

R. SENIOR-WHITE.

What Price Sugar?

In which the Manager of our Preston Division dwells on the financial problems in connection with the present-day raising of cane sugar.

Bagasse—a cane sugar by-product—and the use to which it is being put in the making of building blocks—will be the subject of an interesting article in next month's UNIFRUITCO *by a member of Mr. Trinler's staff*

By *Jesse* B. *Trinler*

Preston, Cuba

SUGAR is an article of commerce produced and consumed throughout the world. It is derived from various plants and in various forms, but chiefly from sugar-cane and sugar-beets.

Although sugar is considered an indispensable item of food, it is now one of the cheapest articles of commerce, selling at a price which is close to the cost of production for many producers, or actually below it for others, and it has ceased to yield a living profit to millions of people who labor to produce it.

The present low price of sugar is the result of developments which occurred during the World War. Central European countries were heavy producers of beet sugar prior thereto. The production of sugar in these countries was greatly decreased during the war and in some countries it was entirely destroyed. This caused a shortage throughout the world which induced increased activity in other producing countries. Particularly was this true in Cuba, where the production increased from 2,583,000 tons in 1915 to 5,120,000 tons in 1925, or approximately 100 per cent. Many factories were built at a time when the prices of machinery and land were at the highest peak. But economic conditions have gradually improved in Europe in the last few years and the beet sugar industry has regained its former position. The world's production is now greater than the consumption, the result being a demoralized condition throughout the industry.

During the year 1926 declining prices of sugar brought about a serious depression in the economic situation in Cuba, and legislation was enacted limiting the entire output of the Island to 90 per cent. of the estimated production of 5,125,970 tons, or an actual production of 4,884,658 tons. During 1927 governmental restriction further reduced the total production to 4,500,000 tons, and in 1928 to 4,000,000 tons. *Facts About Sugar* of October 29, 1927, quotes Colonel José M. Tarafa, at that time Chairman of the National Commission for the Defense of Sugar in Cuba, as follows: "The purpose of the

Sugar factory at Preston

law, on the one hand, is to prevent ruin of a large proportion of our producers through continual overproduction, and on the other hand, to maintain Cuba's productive power in readiness for use when needed."

The question as to whether Cuba has suffered or benefited by the restrictive measures of crop regulation will never be definitely settled. It is difficult to determine with any degree of accuracy whether unrestricted production would have been accompanied by lower prices, or whether the measure was responsible for any change in the price of sugar.

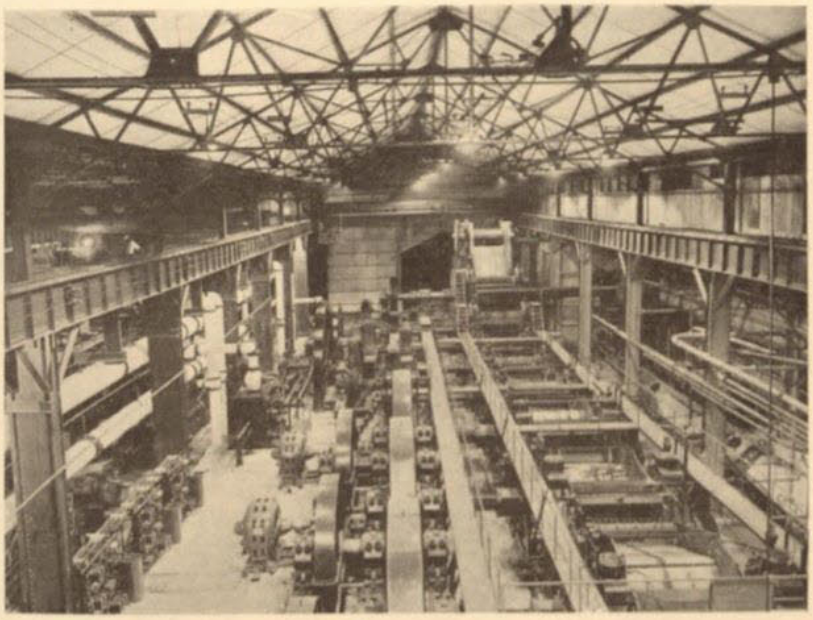
The sugar industry has been prone to plod along year after year using inherited and antiquated methods and has been slow to take advantage of modern and adequate equipment, particularly in agricultural operations, and the development in this line has not reached the stage attained in other industries. It has also been slow in developing uses of by-products. The present status of the industry requires the greatest economy in production, and this can only be accomplished through the use of efficient equipment in both the manufacturing and agricultural departments, development of the use of by-products, increase of yields and recoveries through the practical application of research, and inducing the increased consumption of sugar.

There has been some advance in the last five years in the application of scientific research to agricultural problems, but the surface has only been scratched. However, the tractor is now taking the place of oxen in the cultivation and hauling of cane; cultivating devices are being developed which are applicable to Cuban soils and conditions; varieties of cane are being developed to resist the action of disease; investigations are being made as to the value and proper application of fertilizers, and the use of irrigation is progressing.

But the biggest problem confronting the Cuban producer is the harvesting of cane, and practically no advancement has been made in this direction. Cane is now cut by hand, the leaves are stripped off, and the cane is cut in proper lengths and piled in cane carts by hand. This is an expensive method requiring a large amount of labor, which is now difficult to obtain in Cuba. Various unsuccessful efforts have been made to devise a harvesting machine which will reduce the need for labor.

The utilization of by-products of the sugar industry presents an extensive field for research which offers possibilities for reducing the cost of production. Bagasse, the fibrous, woody part of the cane left after the sugar has been extracted and now used for fuel in the sugar factory, contains a high percentage of cellulose, the basis of paper, rayon, and various other important articles of manufacture.

Modern factories have been able to reduce bagasse fuel requisites to the extent of having a large surplus, which is used during the inoperative season of the year. Bagasse is also being utilized on a profitable basis for the manufacture of wall board for insulation of houses. Screenings from bagasse have been successfully utilized in the production of commercial dynamite. In Hawaii, a rough type of paper made of bagasse is used as a mulch in the cultivation of pineapples. The greatest outlet for this by-product appears to be its utilization in the manufacture of high-grade paper. Although little progress has been made in this direction, the possibility of its use is very extensive, as sugar-cane is the only agricultural article now produced in quantities of sufficient size, and harvested at the proper time, to take the place of wood pulp, the supply of which is being rapidly exhausted.



Electrically driven grinding units in the central at Preston

Cuba produces annually large quantities of molasses as a by-product of sugar manufacture. This is sold mostly for the manufacture of alcohol, stock food, and motor spirits. Molasses contains large quantities of sugar which cannot be profitably extracted. This offers a wide field for the research chemist to devise methods for recovering this sugar, thus increasing the yield of sugar in the manufacturing process.

Although the consumption of cane sugar is constantly increasing, the production of other types of sugar is also rapidly increasing and greatly affecting the sales of cane sugar. These other sugars are produced from various cereals. Their production in the United States is now about equal to the total production of cane and beet sugar in the United States. For some purposes, cereal sugars are more useful than cane and beet sugars in many industries, particularly bakeries and canning factories.

In nearly every case where economic conditions are unbalanced due to overproduction, changes take place which make for future benefits. Although there is overproduction at the present time, the economic laws governing prices will eventually bring about better conditions for the producer who can weather the storm.

The industry has reached a stage through which every industry passes sooner or later, governed by the degree of competition, and only those prepared to develop research and to take advantage of modern advance will survive. The sugar industry has entered the ranks of highly competitive industries.

Suggestions

The Committee on Suggestions request that employees, when sending in suggestions, write their letters in triplicate, in order that the additional copies may be used for reference to the proper officers of the Company for their consideration.

Now that we are interested in the subject of sugar from reading Mr. Trinler's article, let us see what another sugar man—this time from our Banes Division—has to say about its transportation

By
T. A. MacKenzie

Transportation of Cane by Tractors

THE exceptionally low price of raw sugar during the past few years has caused many sugar producers to look for ways and means of reducing operating expenses. The sugar mills of Cuba have done much to lower the cost of manufacture by the installation of up-to-date machinery, but in harvesting, where there is a greater opportunity for cutting down expenses, very little has been accomplished. A considerable saving can undoubtedly be effected in this direction and it would be wise for producers to give this matter serious thought.

When extensive planting of sugar-cane was first commenced in the Island, woodlands were chopped down and burned over and the cane was planted in fields that were still full of stumps and logs. Owing to the fact that the land was only partially cleared after burning, the old-style, high-wheeled, wooden cart, drawn by oxen, was found to be the most practicable method of hauling cane from such areas. This cart, locally known as *llanta* or *carreta criolla,* required considerable skill in loading in order to relieve the bulls of as much weight as possible. It often happened in wet weather that these carts got mired and the mill was frequently forced to stop grinding owing to lack of cane.

As an improvement over the *carreta criolla* came the bull-drawn caterpillar cart. Its superiority was incontestable and it was quickly adopted by many planters and centrals.

Here, in Cuba, the clearing and cultivation of cane fields has been going on for the past several years, but in some centrals no thought has yet been given to the hauling of cane by power equipment, the use of which has been recognized by leading agricultural men in many countries to be the means of materially reducing costs. The few producers who have already adopted the tractor for hauling cane are obtaining gratifying results, and there is no doubt that in the near future tractors will

A road grader recently purchased and now in use in the Banes Division

play an important part in the harvesting of the sugar-cane crop throughout the Island.

The successful operation of hauling cane by tractors depends on four important things:

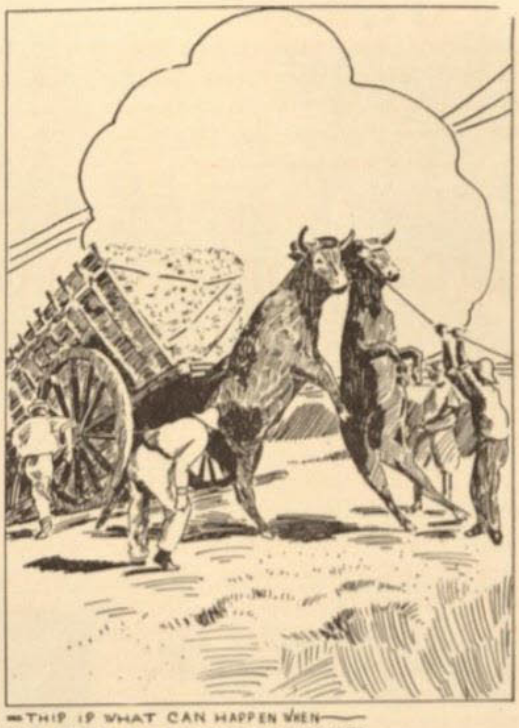
1. The type of tractor
2. The type of trailer
3. Careful supervision
4. Favorable road and field conditions

The caterpillar type of tractor, having a capacity of fifteen to twenty drawbar horsepower, has been found to be the most suitable. This tractor will haul, depending on road conditions, from one to four caterpillar trailers, each loaded with five tons of cane, at a speed of three and one-half miles per hour. The rugged construction of this type of tractor, besides the fact that it can be operated both easily and economically, makes it desirable for this class of work. Furthermore, any of the following fuels can be used in this equipment: gasoline, tractorina, kerosene, alcohol or distillate.

The trailers can be either the caterpillar or four-wheeled type. The caterpillar type is especially suitable where an abundant rainfall and heavy clay soils have to be contended with. The trailer should be equipped with a strong steel frame of sufficient capacity to hold five tons of cane, with front lead wheels to allow for turning in small areas. The rear end coupler for coupling the trailers to make up trains should be strong and flexible. Several firms in Cuba are manufacturing tractor trailer equipment that is giving satisfactory results.

THE method of hauling cane by tractor has met with much adverse criticism, often from those who have had no experience whatsoever in the matter. Without doubt, most of the failures that have occurred in trying out this method are directly due to either lack of interest or insufficient supervision. If tractors are to be advantageously used, a thoroughly experienced man should be obtained to supervise their operation and upkeep. Best results can only be attained by having each tractor carefully inspected periodically and a schedule should be drawn up for regular lubrication and cleaning of the equipment. Only strict supervision will give the highest operating efficiency with its resultant reduction in breakdowns and repairs.

Too much stress cannot be laid on the importance of good roads and field conditions. Bad roads and uncleared fields are responsible for many breakages and roads that are in poor condition can cause considerable delay in rainy weather. Graders can be used effectively for the conditioning and maintaining of roads, and where good side drainage is necessary they can be used to especial advantage. Steep grades are another cause of reduced efficiency and should always be avoided where possible. Road graders are now in use in both Banes and Preston Divisions for conditioning farm roads. A sample of the work being done with these machines is shown in the accompanying illustration.



—THIS IS WHAT CAN HAPPEN WHEN—
THE CART IS NOT PROPERLY LOADED

It has been found that the small type of tractor mentioned above can deliver to the railroad loading switch eighty tons of cane per ten-hour day on a one-mile haul, the same tractor furnishing the necessary power for the hoisting of the cane from the trailers to the cars. The cost of loading the cane on the trailers, hauling to and hoisting at the railroad switch, was approximately 15 per cent. less than the same work done by bulls. One tractor, costing from $2000. to $2400., will haul as much cane in a day as forty-two head of oxen. The life of a tractor on this work is estimated at from five to eight years, de-

The type of work that the new road grader is doing in the Banes Division

At right: This picture shows plainly the need for road graders

Below: With road graded and the cane hauled by tractor the method would readily seem a decided improvement

pending on the hours worked and the care it receives. These figures were obtained on various tractors of the type referred to and were taken over an entire crop period.

The UNITED FRUIT COMPANY, in line with its policy of adopting up-to-date methods, was one of the first in Cuba to test the practicability of the use of tractors for hauling cane, and the results obtained indicate that, on the whole, this method is a decided improvement over the old.

During the past crop, in the Banes and Preston Divisions, more than twenty tractors were in service transporting cane. This number will be increased in 1929 and there is little doubt that tractors will soon replace bulls to a large extent, except, of course, on hauls where ground or other local conditions

will not permit their efficient use.

It should be pointed out that, in the use of high-priced, power equipment, success depends to a large extent on keeping it in continuous service. Don't forget that such equipment can be used on many classes of farm work and is by no means confined to the hauling of cane.

In conclusion let it be said that where tractors are successfully adopted for the hauling of cane, a big step will have been taken in the reduction of costs, and the education received through their use will be the means of bringing about the introduction of further mechanical methods beneficial to the entire sugar industry.

New Pruning Methods

¶ *The second in a series of reports on agricultural subjects discussed at Overseers' Meetings*

A report made by Mr. H. E. Caunter, Chief Clerk, Guaymas District Office, Tela Railroad Company, to Mr. H. F. Sharp, Superintendent of the District. This report covered an Overseers' Meeting held in Farm 25 on October 24, 1928, for the purpose of watching a demonstration of Pruning by Mr. J. Miller, Agronomist of the Truxillo Railroad Company. Similar meetings were conducted throughout the Tela Railroad Company and Mr. Miller devoted much of his time during his stay in Tela to the discussion of agricultural problems with the men on the farms.

MR. THOMAS, Mr. Cobb, Dr. Popenoe and Dr. Wheeting came out from Tela for the meeting, which was attended by Mr. Wright and all the Overseers of the District. The meeting was opened by Mr. Sharp.

Before commencing his demonstration Mr. Miller showed the specially designed blunt-pointed machete which he is introducing into the Truxillo Division. He explained that in order to get the best results in pruning it is necessary to gouge out the unwanted suckers from the rhizome, well below ground, to prevent their sprouting again, or at least only after a considerable time. This method has manifest advantages both economically and physiologically in that, once it is well established, subsequent pruning costs should be lower on account of less frequent prunings and less plant food would be diverted from those suckers that are retained.

The Guarisama is not suited to this type of pruning. Mr. Miller pointed out that it would take considerable time to educate labor to the use of this special machete. He told us that they introduced it in Castilla nearly two years ago and that it is not yet in general use. He declared, however, that education regarding its advantages is well worth the energy expended, as even partial adoption in his Division had resulted in a marked improvement in pruning.

Mr. Miller then proceeded to prune out a mat. He stated that the most important essential was to so prune that the maximum of sunlight could reach the young suckers. He explained that the reason mats, in old farms, were so tall was because sunlight was shut out, through faulty pruning, the consequence being that the plant had to "reach for the sun". It is obvious to everyone that if the height of the mats were reduced, without detriment to the crop, reaping would be easier and breakages reduced.

Mr. Miller recommended that heavy pruning should also be done in grassbound areas and the grass kept down by more frequent cleanings. Mr. Cobb disagreed with him and the general consensus of opinion among those present at the meeting was that heavy pruning should not be done in these areas until the grass had been shaded out and killed.

The question of pruning, so that the spacing of the four units is as nearly symmetrical as possible, is a desideratum, but should not be regarded as a rigid rule. When necessity arises, spacing must be sacrificed to the retention of the best and most promising sucker, should the logical one be weak or damaged, always provided that the suckers retained will not crowd each other.

Other things being equal, the sucker retained should be, as nearly as possible, directly behind the mother plant and on one of the diagonals of the group; this sequence is to be followed for the third and subsequent generations. Mr. J. F. Thompson, Overseer of Farm 25, suggested that leaving a sucker in that position would be dangerous as, when reaping the fruit of the mother plant, this sucker would be liable to damage. Mr. Miller stated that this was not the case as the fruit, on developing, leans away from the sucker and that the percentage of suckers damaged in reaping is negligible.

Mr. Miller was emphatic in his opinion that only one sucker should be left to each mother plant in 16 x 16 planting. One more, he thought might be left in 18 x 18 and 20 x 20 plantings.

Water suckers, he said, should always be cut out, even after blowdowns when, perhaps, only one or two units are left in the mat. Mr. Wright argued that sufficient water suckers should be retained to shape the mat. Mr. Miller disagreed and stated that the appearance of a sword sucker, in the correct position, should be awaited, for the retention of water suckers was valueless and only resulted in the consumption of plant food which might be more profitably absorbed by the sword suckers unaffected by the blowdown. After further discussion, in which Mr. Wright instanced a case of an entire mat being blown down and only water suckers appearing, Mr. Miller agreed that if replanting was not desired, then four of the strongest and best positioned water suckers might be left to space the mat.

Subsequent to Mr. Miller's demonstration and talk certain Overseers were given mats to prune and had their work criticized.

Mr. Miller next gave a talk on pruning for crop, that is, the selection of which suckers to retain, in pruning, so that the bulk of the crop would be ready for harvest during the fruit season. In order to do this with any pretense to accuracy various factors must be known, viz.:

1. Time of appearance to harvesting grade.
2. Average shooting height.
3. Average height of suckers at different ages.

All these are variable factors and directly dependent upon local conditions of soil, rainfall and drainage. For example, plants of identical height in Guaymas and Colorado Districts, or even in Farms 23 and 26, might not shoot within three months of each other; height, therefore, is absolutely no criterion for judging the time of "shooting". Consequently, no definite general laws can be laid down to govern heights of suckers to be left at various times of year. Individual Overseers, wishing to prune in this way, would have to study plant performance in their own farms and work out their own basic data.

Knowledge of this kind is immensely valuable when pruning after blowdowns in order to insure maximum production during the following fruit season.

Retardation of crop is a simpler matter, as followers to a late fruiting mother would normally fruit late also. In cases of this kind it is not economical to prune out the second generation follower, as this would result in that unit not fruiting during one whole year. The third generation can, however, be pruned out and the appearance of a peeper awaited which would be likely to mature and fruit during the fruit season. The economic loss in this case would not be very great, as the third crop would only be deferred for a few months, as, for example, from November, 1930, to March or April, 1931. This retardation would be worth while, as all subsequent crops could be pruned so as to harvest in the first part of the year.

During the subsequent discussion Mr. Hartman interpolated an interesting piece of

information to the effect that sister suckers did not compete for plant food. Mother plants competed with their daughters and vice versa, but twin followers to the same mother would be only in competition with her and, later on, with their own followers and never with each other. The implications of this have not yet been worked out.

There can be no question that the meeting was a success, great interest in the various aspects of the problems being shown by all present. The calibre of the different questions and arguments showed that considerable thought had been devoted to the subject.

UNIFRIVOLITY

By W. M. P.

ANOTHER year gone by and still no straight banana.

Readers of this column will learn with interest that our suggestion offered last month with respect to the Prize Fight Banana Advertising Campaign has been adopted. The Committee on Suggestions has informed us that we will receive fifty per cent. of the revenue that is directly attributable to the campaign.

We have already made arrangements to secure a block of General Motors, Montgomery Ward, and Radio.

A job-applicant says: "I am nineteen years old and weigh 185 pounds, all of which is at your service if you will give me the opportunity which I so desire."

A judicious distribution of this beef between several firms, we take it, is not to be considered.

According to an Associated Press dispatch from Washington, D. C., American officials of the Pan-American building are having the laugh on their Latin-American friends who insisted that the banana tree planted in the patio of the building some years ago would never bear fruit. This season the tree yielded a record-breaking crop—twenty-four bananas.

The Latin-American friends, no doubt, overlooked the fact that Washington abounds in two factors that are indispensable in banana cultivation—dampness and hot air.

Willard, the Passenger Department boy, suggests that the M-type boats are becoming obsolete with the decline of the Black Bottom.

Our only comment on the outcome of the New York UNIFRUITCO Club election is "Wells! Wells! Wells!"

Or, as our Shakespeare-admiring friend remarked, "All's Wells That Ends Wells."

Letters from A Company Traveler to the President

No. 3

Mr. Gooch devotes an entire letter in his interesting series to the San Francisco Division

Hotel Golden, Reno, Nevada

Dear Mr. Cutter:

And now about this new Division out in San Francisco. They certainly make you feel at home. Why, I understand that when Mr. O'Hearn was out there just about a week before my call, they kept a boat named the *Brooklyn* going up and down the Creek, in front of his office window, so he wouldn't be homesick. Their office home telephone list now numbers forty-one people with full daytime activity at 1001 Fourth Street. Our ships pass the San Francisco waterfront a mile above the Ferry House, turning into the backwater stream for Monday morning discharge. They have everything they need there; depth of water, ample yardage and railway service, fire protection, labor supply and wharf space. I saw the *San Jose,* Captain McRae, and the *Limon,* Captain Petersen, discharge. Each had brought over 40,000 stems with everything opened up en route at Champerico, Guatemala. That doesn't help a cargo any, and we've got to hand it to those old boats. They make the schedule and have been delivering some fine cargoes. The *Esparta,* Captain Eppelman, is right in line with her old-time sisters. Of course the *San Mateo,* Captain Bauer, and the *La Perla,* Captain Scott, are expected to deliver. Youth will be served!

The Creek water threatened to turn the Great White Fleet black when the ships first got there, but Captain Smith told me that a non-bilging, white zinc base paint is now being satisfactorily used instead of the former lead base paint. The local dock Parson is apparently Mr. Murdock G. Henerey, who, after many years spent in the supervising of

tropical outgoing cargoes and a legion of other duties, is now watching them come off the ship in "scows" at the other end of the game.

Our neighbors at San Francisco are the Grace Line, the Panama Mail, and the Johnson Line; also the big Southern Pacific plant with the famous "Sunset Limited" lined up every night at 6:15 for its long journey to New Orleans. Berthing at our pier is east-west, bow to west; maybe it's southwest. It's a great show.

The second story of our building houses the offices with Tom O'Neill's Purchasing Department the first door left of the landing. Then a vestibule leads to the switchboard and information desk where Miss Perry and Miss Braun alternate. To the right is the Cashier's desk in charge of Mr. Peter Baird, a Scotsman from Old Sterling, and careful with his cash. On the left—the water side—down the full-length corridor, are the offices of Captain Smith, Mr. Rider and the Accounting Department, with Mr. Wheeler in charge of the latter. On the right are three roomy offices used by the Fruit Dispatch Company and for Wharf and Cargo Supervision Departments, with Mr. Hill and Mr. Black neighbors to Mr. Huse and Mr. Collarino. Here visitors, such as Mr. Bond, F. D. Traveling Auditor, and myself, took space. Incidentally, Mr. Bond certainly knows his San Francisco after many calls there. He proposed to take me back to the Clift Hotel on a No. 5 car route one evening. No. 20 car was what we should have taken. A mistake of fifteen is rather awful for a Traveling Auditor!

Mr. Rider's office has a fine central position with splendid wharf view. He told me something of the problems of starting this establishment and paid tribute to the value of the visits made by Billy Montgomery and Joe Arcona, with their assistants, when the first actual banana discharges were made. Mr. Rider has been a pioneer for us out here in more ways than one, and I believe he will demonstrate that, as a company, we must from now on think in terms of both coasts. Miss Lorraine Boyd acts as secretary to the Manager, having come down from Washington where the "Rusty" Callow crews used to be made up.

Mr. Wheeler's accounting work is done by ten men with M. J. Cousins, formerly of New Orleans, as Chief Clerk. Division pay

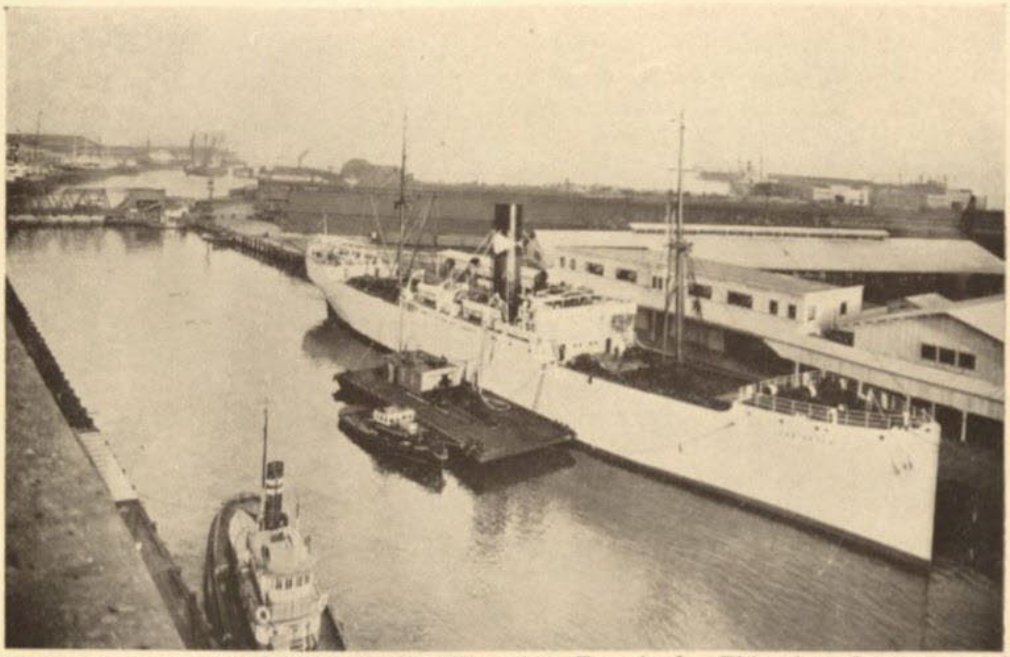
Mr. J. Scott Rider, Manager, Western Division, goes on record with reference to short fingers from Tropical Divisions

rolls call for 30 UNITED FRUIT COMPANY and 14 Fruit Dispatch Company names. Accounting here takes in Los Angeles, too, and is the regular terminal system we use all over the Company. Some of Mr. Wheeler's men are transfers from east and south; others are from the Coast. Mr. Wheeler now and again wears loud neckties.

Captain Tom Smith gave me the marine information I have included here. I asked him if he was missing his old Colombia run. He said, "Not a bit. Or Guatemala either. But I should like to see some of those late Atlantic Fleet figures on Reduction In Fuel Consumption."

Tom O'Neill, always broadminded, is buying his Irish linen in Japan. He says that beef cuts are different in Frisco; vegetables come in sacks, not bushel boxes; and nobody knows what a haddock is.

Bananas are unloaded at San Francisco by means of "scows", and recently by two Schutt type camel back unloaders also. The scows are boxes about 5′ x 9′ square, with sides coming up about 2 feet. These scows are lowered into the holds by the ship's tackle, are then loaded with 35 to 50 stems, lifted from the holds, landed on four-wheel trucks on the wharf, and pulled to the end of the carloading belts.



The S.S. "San Mateo" lying at San Francisco Terminal. This view shows general shipping neighbors of the Company in San Francisco, together with loading sheds and outgoing freight shed, with offices above

Fruit can be taken out by scows at the rate of 1,000 to 1,200 bunches per hour. The Schutt type unloaders, when working at capacity, will handle 2,500 bunches per hour, although the best speed will probably work out to be between 1,800 and 2,200 bunches per hour. While at the start of operations in San Francisco, fruit was staged up from the holds and carried across the wharf, this method has now been abandoned.

The present operation consists of two gangs working scows, generally from hatches 1 and 4, and two gangs operating the unloaders, generally from hatches 2 and 3. This combination of unloading devices utilizes the services of practically 250 men, and from 5,000 to 6,000 stems per hour are taken from the ship.

In Los Angeles, owing to the variety of types of ships carrying bananas, scows are used exclusively, and at that port the scows are equipped with four sides and with three wheels. The rate of discharge there is from 1,000 to 1,200 bunches per hour per gang.

Our ships' names are popular there. *San Jose, San Mateo, San Benito, San Bruno, San Blas, San Pablo*—all have California towns named after them. Ships are fumigated there every six months with cyanide gas as in the east. Oil bunkering is very advantageous there. The ships are spick and span. Voyage painting is done south.

The attitude of the officers of the port at San Francisco and at Los Angeles is all the Company could desire; quarantine and customs officers and local Boards of Inspection out on the Coast have treated us as splendidly as do their Atlantic Coast colleagues.

Colored paper markers are used at unloading; yellow for Nines, green for Eights, red for Sevens, white for Sixes, black for Spe-

Captain Tom Smith, Port Captain, United Fruit Company, San Francisco Division

cials. The sorters are stationed at the receiving end of the belts, and classify the fruit as it goes by them, while an assistant places the properly colored marker in each bunch as soon as the sorter designates its class. This operation was put into effect partly because of the lack of trained sorters here and partly for the sake of economy, as it does away with the necessity of having a sorter at each car door. San Francisco is the first Division to try the four-grader sticker system, the colored flag for each car, and the bunch with the corresponding color. The only trouble might be the color-blind worker.

The car shed has a capacity for 47 cars. The Western Division of the Fruit Dispatch Company, and the territory supplied with bananas from San Francisco and Los Angeles, comprises the Seattle Branch, covering Western British Columbia and the states of Washington and Oregon; the San Francisco Branch, comprising Northern California and Reno, Nevada; the Salt Lake Branch, comprising Utah, one town in Denver and the southern part of Idaho; and the Los Angeles Branch comprising Southern California.

On our regular sailings from San Francisco merchandise is delivered direct to the Canal Zone (Cristobal) in 13 days. Nothing else from the Coast touches this for speed. More outgoing cargo is being offered constantly and a new shed must be erected to hold it. On her May voyage the *La Perla* took 2500 crates of fresh eggs direct to the Isthmus. Previous shipments were forwarded from here to New Orleans, thence by boat. The Canal Zone is enthusiastic over the possibility for direct shipments of eggs from this "Egg Basket of the World". We should soon be getting a large share of the perishables from the Coast, now making the Zone through New York or New Orleans. The fastest run of our ships from Balboa to the Golden Gate was eleven days; average speed 12.3 knots. The slowest trip to date has been twelve days and ten hours; average speed 10.9 knots. No stops are included in these figures. The round voyage takes 29 days, leaving Limon on Sunday night, through the Canal Monday, with San Francisco made two weeks following, on Monday. Actual bad weather is less in the Pacific. The Japanese current largely influences this fact. Radio compasses are a great help in navigation. The Gulf of Tehuantepec always has a blow to buck on the way north.

Three Musketeers of the San Francisco Division. Left to right: J. Thomas O'Neill, Purchasing Agent; M. C. Collarino, Manager, Fruit Dispatch Company, San Francisco, and Henry I. Wheeler, Division Accountant

Ships on this run have had a most satisfactory and gratifying passenger and freight business.

The Division uses dome lighting, glass partitions and Alhambra drinking water; it has five-trunk-line telephone service and a Western Union Simplex Machine for incoming and outgoing telegrams. The Division makes daily bank deposits and everybody eats artichokes for lunch. I'm not sure, though, about Messrs. Hill and Black—I don't think they eat lunch, especially on Mondays or out-going freight days, when Harvey Huff, our Pacific Coast Agent, gets his shipments into action. Speaking of lunch, Joe Caselli, one of San Francisco's native sons, makes a specialty of that sort of thing. I hope Mr. M. J. Moynihan met him too. Mr. Larry Huse and Mr. M. C. Collarino, F. D. men at San Francisco, gave me generously of their time and experience. I think Collarino can help us much in Coast personnel selections, but I want to come out here again some day and collect a

Midday group of young ladies of the San Francisco Division. Left to right: Gertrude Braun, Helen Lawrence, Mabel De Voto, Madelyn Perry, Lorraine Boyd

little side bet I have on with M. G. Henerey. If trouble ever starts out here on the Coast we have Charles (Sandy) Sanderson formerly of Long Wharf, on the job in his grey uniform and big sheriff badge and stick to quell it.

I expect nobody writes you in as haphazard a fashion as I do, with so much jumping around from subject to subject, but in closing there are still a few things I want to mention. The Santa Fe was having some real salad days when I was in their territory. Whether it is for health, for beauty, or for Yale, people are eating more salads than ever before. Just think of cucumber trains—solid trains of baggage cars on passenger train speed—followed by lettuce, iceberg variety, also in carload lots. The Santa Fe is spending in 1928, $45,000,000. for enlargement of facilities; 3850 new freight cars; and 770 miles of new steel rail.

WITH the help of Mrs. Rosie at the Clift Hotel, San Francisco, I called up Boston by long distance early one Sunday morning. It was just like Bananera calling up Barrios, Guatemala; in fact, it doesn't take so long there. I can't understand the Coast Centrals. They jumble like the English bus conductors. "Ma-blotch" came up to me from the lower level of a bus last summer—"we reach any place on the 'jube' from the Elephant—and-Castle to Ma-blotch." "What? You don't understand 'Ma-blotch' when it's right here on the jolly old map! MARBLE ARCH! Simple, what?" That made me a "four-minute egg!"

In putting this letter together I sure miss the help of Miss Lawrence and Miss De Voto of the San Francisco office, who were my secretaries there. I'll call this off now and go down for lunch.

Sunday evening.

This town is some Reno! They catch trout from the Truckee River right off the bridge in the centre of the city. There seem to be a lot of visitors here now, easterners. I met some people who know Eddie Gough. I told them I was a lawyer relative of his and, well, I just got home, ready for a hard day's work tomorrow. Sunday, on the road, has been lonesome all along, but not so here, thanks to Eddie. It's kind of a funny town; everybody stays three months.

I heard a song here from a London Revue:

I've danced with a man who danced with a girl
Who's danced with the Prince of Wales.
I'm crazy with excitement—completely off the rails,
When he told me what she told him.
The Prince remarked to her,
It was simply grand.
He said "Topping Band,"
And she said, "Delightful, sir."
Glory, glory, hallelujah!
I'm the luckiest of females,
For I've danced with a man, who's danced with a girl,
Who's danced with the Prince of Wales!

How's that for an *Andante Cantabile*

Respectfully yours,

Vernon H. Goode.

The Soil as a Product of Rock Weathering

By Augusto Bonazzi
Agronomist, Preston

We often speak of "little drops of water" wearing away a rock. But water is only one of the elements active in the disintegration of rocks. Dr. Bonazzi's article, a summary of two talks in a series given to the staff of the Agricultural Department at Preston, while primarily of interest to those devoting themselves to agriculture, is so fascinating that every reader of Unifruitco will find it interesting.

MANY are the forces that play a part in the breakdown of rocks. Thus, among the purely physical, we find heat and cold, acting by the disintegration and breaking away of small particles of the rock, by expansion and contraction. and by the weakening of the chemical bonds; freezing and thawing of the water in the cracks of the rockmass; winds, bombarding rocks with the small hard particles they carry, thus doing slowly a work similar to that done by the sand blasts used in cleansing the face of buildings; waves, removing the lowermost strata from rock beds and bringing about the breaking away of the overlying horizons; streams and currents, taking these angular rock fragments, rolling them about and rounding them off, etc.

This latter action has been experimentally studied and has shown that angular fragments of granite, rolled about in water, lose during the first sixteen miles of their travel about four-tenths of their weight, or about twenty-five thousandths per mile, yielding on the one side rounded gravel, that loses very little if any in further travel, and on the other, silt and clay. Contrary to opinions long existing, this kind of force does not yield sand but finer materials.

Among the chemical forces at play in the disintegration of rocks should be listed that of water acting by dissolving the most soluble constituents of rocks, leaving the less soluble as a residue; mineral acids resulting from the above-mentioned solutions or derived from the gases of volcanoes and mineral springs; the salts of these acids, which, by reacting with the mineral constituents of rocks, remove some elements, while depositing others; oxygen acting by uniting with some rock-forming elements in a state of poor oxidation, transforming them to a state of higher oxidation with resultant changes in constitution, color and other properties of the rock mass; carbonic acid, etc. It is thus that the potassium feldspar orthoclase yields kaolin, the chief constituent of china clay, by the removal of its potassium and some of its silicic acid in water and water charged with carbonic acid. Ordinary clays are formed by similar processes of kaolinization of the complex aluminosilicates of calcium, sodium, potassium, magnesium, etc.

In the accompanying table may be seen the quantities of different materials removed from an orthoclase powder by solutions of different composition, as well as the quantities of metallic elements yielded by the solutions to the orthoclase powder.

Composition of Solution	Ferrous sulphate	Magnesium sulphate	Calcium chloride	Sodium chloride	Potassium chloride
Milligrams of element lost from the solution, yielded to orthoclase	Iron 64.8	Magnesium 6.4	Calcium 13.3	Sodium	Potassium 11.5
gained by solution, yielded by orthoclase					
Silica—milligrams	6.7	1.2	1.2	....	0.4
Alumina "	11.4	0.6	....	....	0.2
Lime "	2.3	1.6	....	....	....
Magnesia "	1.2	....	0.4	....	0.2
Potash "	51.9	11.8	17.9	....	....
Soda "	10.3	4.5	4.8	35.0	8.6

As heretofore mentioned, in the process of rock disintegration some elements are lost by the mass, while those that are not are thus concentrated in the product resulting from the play of the various forces. This is clearly brought out in the accompanying table giving the composition of the original rock and of the residual clay resulting therefrom:

	Granite		Virginia Limestone	
	Rock	Residual Clay	Rock	Residual Clay
Silica Per cent.....	60.69	45.31	7.41	57.57
Alumina "	16.89	26.55	1.91	20.44
Iron "	9.09	12.12	0.98	7.93
Lime "	4.44	0.00	28.29	0.51
Magnesia "	1.06	0.40	18.17	0.21
Potash "	4.25	1.10	1.08	4.91
Soda "	2.82	0.22	0.09	0.23
Acid phosphate per cent.....	0.25	0.47	0.03	0.10
Carbonic acid "	0.62	13.75	41.57	0.38

It stands to reason that the same mother-substance, then, may lead to the formation of clays of different composition according to the conditions of weathering and of deposition.

The substances in solution in the soil waters sooner or later find their way into the seas, where they suffer further changes, with the resultant formation of another class of rocks, evidently derived from the igneous, known as sedimentary. Chief among these are the limestones, marls, sandstones and shales. When once, through uplifting actions, these rocks are again brought to the surface, they suffer the same weathering by the same forces previously mentioned, with the resultant formation of characteristic soil classes. It has been roughly estimated that the rivers take to the seas a yearly mass of solid materials in solution and suspension amounting to about 2.5 to 3 cubic miles, all derived from the continents and contributing to the formation of new rock beds of characteristic composition.

From the standpoint of their composition then, the soils derived from the different types of rocks vary profoundly from the time of their formation, slowly undergoing further changes, even though forming part of the present agricultural soils proper. Contrary to the generally accepted belief, soils are in a continual state of change chemically and physically derived as they are from substances of different composition and tending as they do, in time, to the formation of soils of a different constitution than they have at present. They are, therefore, far from inert substances, and besides the fact that they are teeming with living organisms of various kinds, all contributing to these changes and cycles, they are in themselves, as we have seen above, soluble and movable.

Recent work on the composition of soil solutions has shown that these changes in composition within relatively wide limits take place in as short a space of time as two hours, so that even during the lapse of a day, the soil fluctuates around a mean composition which it does not hold very long. Changes in temperature during the day, changes in barometric pressure, changes in the humidity of the atmosphere, lead to fluctuations and flows in the soil solutions. The plants, through their roots, abstract from the soil daily varying quantities of their necessary constituents, and transpire at different times of the day different quantities of water, contributing thereby to the continual fluctuation in the concentration of the materials in solution in the soil-circulating waters.

ALL these considerations lead to the conclusion that in considering soils agriculturally, we cannot limit ourselves to their chemical compositions but should give great attention to their properties of maintaining these compositions, or, at least for our immediate needs, of maintaining the amount and the composition of the circulating waters within the limits appropriate to the maximum development of our agricultural crops. Mention will not be made here of the various properties of the soil, since these are better studied in appropriate elementary texts.

In considering the distribution of the different soil classes in Cuba, one is struck by the extreme differences in their composition, be-

havior and adaptability to different crops. Thus classifying them according to their lime content one may also, to a certain extent, gain a general impression of their behavior:

	Lime content per cent. of soil
Typical soils of tobacco region	0.11-0.37
Typical soils of cane growing region	1.76-8.21
Average composition of red soils of general crops	0.16-1.95

Geographically, they may be classified, with some exceptions, as shown in the accompanying table, where also the degrees of acidity, or sourness, of the principal classes found in the given region are summarized:

Province	Lime	Phosphoric Acid	Potash	Nitrogen	Acidity
Isla de Pinos—per cent.	.26	.20	.10	.12	....
Pinar del Rio "	.48	.40	.44	.25	acid
Habana "	1.57	.51	.37	.27	acid
Matanzas "	1.62	.71	.30	.21	slightly acid
Santa Clara "	1.66	.34	.33	.33	acid
Camaguey "	2.51	.40	.52	.21	acid to neutral
Oriente "	2.31	.42	.59	.22	neutral to alkaline

GEOGRAPHICALLY speaking, Cuba is made up of a central backbone of igneous rocks coming to the surface all along the main mountain chains and outcropping from beds of marls and limestones of various thicknesses. Each rock yields characteristic soils of different productivity and capable of supporting sugar-cane growth of very different qualities. Generally speaking, the cane growing on limestone soils of the north and south coasts yields juices having a high content of phosphorus and potash and a high degree of "purity", whereas the soils of the igneous ridges or plateaus yield canes of a low content in phosphorus and potash, with a low degree of "purity".

An examination of the output of the various sugar mills in Cuba shows that in general, the mills located on the first type of soils, obtaining their canes from such soils, produce a relatively small quantity of molasses per unit of sugar manufactured, whereas mills located on or obtaining their canes from the second type of soils produce a relatively large quantity of molasses per unit of sugar manufactured.

It is interesting to note in this connection that recent work in this and other sugar-producing countries has shown that a high degree of purity is closely connected with the phosphorus content of the cane juices, thus corroborating the statement made above, while some experiments conducted by the writer in soils of the serpentine ridge in Cuba make it quite clear that the quality of the sugar-cane growing on these soils can be distinctly bettered by the application of phosphorus as a fertilizer. These may be summarized as follows:

	Phosphorus Fertilization	No Phosphorus
Yield, pounds per roza	115,400	70,956
Composition of juices:		
Sucrose	14.67	13.05
Brix	18.89	19.14
Purity	72.40	68.10

Again, the recent results obtained by California investigators on barley grown on solutions made with serpentine soils, similar in composition and properties to those found in the ridges of Cuba, may be here summarized to indicate that this phenomenon is general and not only characteristic of the behavior of sugar-cane:

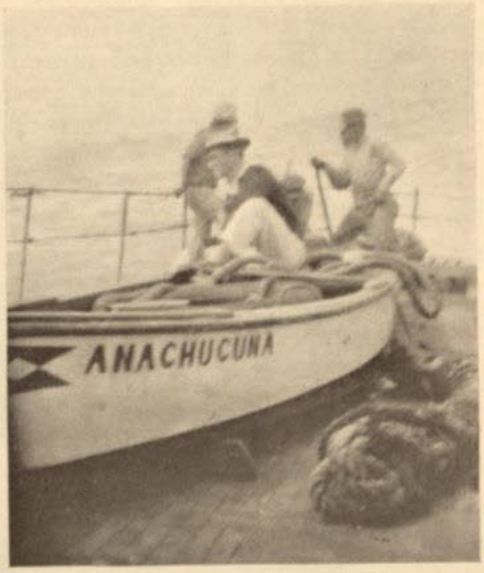
Treatment	Barley produced (in percentage of lot with no treatment)
None	100.
Nitrate of potash	252.
Nitrate of soda	186.
Acid to neutralize the strong alkalinity	103.
Nitate of potash and acid	361.
Nitrate of soda and acid	248.
Nitrate of potash and acid phosphate	892.
Nitrate of potash and neutral phosphate	425.

Out In The Wide Open Spaces

A tenderfoot's account of his sudden transfer from confining work at an office desk to wander far afield. William E. Adams of Cristobal is the tenderfoot and he writes most entertainingly of his experiences.

WRITERS of note have written volumes regarding the beauty and splendor of the tropics, and its flora and fauna, its history and its romance have been enlarged upon. To really appreciate the tropical jungle, however, one must of necessity make a visit to those out-of-the-way places off the track of the average tourist steamer. For example, a tender-foot, jerked from his desk at a few moments' notice to board a converted sub-chaser and banana carrier for a trip down the Atlantic coast of Panama into the San Blas Indian country, receives a succession of thrills which cannot be obtained from the reading of books or the regular tourist cruise; and it is of such impressions I purpose writing.

Our party left Colon in a howling tropical rainstorm at 9 P. M., on a memorable Wednesday in June of this year. After traveling for about eighteen hours on a fairly calm sea we arrived at Perme, a banana port in the wonder land-locked harbor of Anachucuna Bay. After a soul-satisfying dinner and a good night's rest at the home of the Superintendent of Banana Farms, we felt equal for anything. The train we boarded early the next morning for a general inspection of the banana farms was utilized only for a part of the trip, semi-wild native ponies being pressed into service later.



Aboard the "Anachucuna" sailing down by the Farrallones

Have you ever ridden on the back of a native Panaman pony when at times your feet draw the ground and you feel that you should be carrying the little animal instead

of having it carry you? If not, then you have something to look forward to. After the usual discomforts suffered by the average tenderfoot on the quarter-deck of a native pony, we covered miles of jungle in the old Grecian Marathon manner. Our trail led us through dense jungles teeming with animal life. Snakes, of beautiful mosaic design; graceful deer; *conejos* which bounded across our path, and many other animals which seemed to resent our intrusion of their tropical playground.

We came at last to Ranchon Farm, which is under the supervision of genial Ted Blaich. Ted, by the way, is somewhat of a character, standing six feet four in his stocking feet. With his two-gallon hat and jungle make-up he was an awe-inspiring figure, particularly so when one could not distinguish his sparkling good-humored eyes hidden behind large clouded glasses which he affects for jungle wear. We were greeted by the official band. The "Musica", as this conglomeration of mysterious sounds is locally termed, consists of four Colombians; one of low stature laboring painfully under the weight of an immense drum, another with large brass cymbals, a third with a weird-looking wind instrument as full of twists and turns as the engine of a passenger liner, and the remaining member equipped with a bass drum. This Musica is Ted's pet. Much credit is due him for its organization. Not only does it keep the *campesinos* working fast and furious to its dulcet notes, but it furnishes a *piece de resistance* at the many *fiestas* and *bailes* which occur in this remote district.

Ted Blaich, six feet four, in his jungle make-up is somewhat of a character

As in every spot where men are located at a distance from civilization, the latest news from the outside world was eagerly sought. After discussing Babe Ruth's latest home run, the presidential candidates, etc., we began our inspection of Ranchon Farm. Man's walking appendages were first called into service and later coaxed into continuance. We walked and walked and never before had I so thoroughly appreciated the endurance of enthusiastic individuals who undertake to walk from San Francisco to New York for glory and a pittance. Bananas were everywhere and many envious eyes were cast at the fine stems of fruit with their hands relaxing in comfort upside down. After our

The "Musica" is Ted's pet. Its dulcet tones are heard at many fiestas and bailes

tour through Ranchon we finally came to the railroad track, where we gave ourselves up to the joy of rest. Have you ever walked for miles in the tropical jungle with the orb of day blazing pitilessly down, with moisture oozing from every pore of your being, and with voracious insects sending out ther calls for the prospective feast? If you have. you know; if you have not, you have something in prospect!

Our trip from Ranchon to the port of Perme was somewhat of a disappointment. Through some misunderstanding our rifles had been left behind. As happens on such occasions, unusual opportunities presented themselves for the bagging of deer, wild hog, tiger cats and other game peculiar to this section of the jungle. We arrived at Perme late in the afternoon and before embarking on the *Manchioneal* for Cristobal we visited a San Blas Indian village.

THE San Blas Indians are a distinctive race, of low stature. broad-shouldered and muscular. They are active and hardy, and truly claim the distinction of being one of the very few races whose blood is not intermingled with that of a foreign race. Their women folk, down to the youngest baby, wear heavy gold rings through their noses, and large gold bands encircling their legs. These rings and bands, legend has it, are made of pure gold procured from the lost mines of the Isthmus. Their costume is simple, consisting of a short shirt-like garment and a shawl. The brightest and gaudiest of colors predominate in the material. Incidentally, this costume is worn only when visitors are about or on days of *fiestas,* Among the men the vogue of dress is distinctive. The village sports wear their shirt-tails exposed, and to us who are used to concealing the nether ends of our haberdashery this innovation affords profound thought. Wearing the shirt in this manner has its advantages, particularly in tropical climates. Unfortunately, our deportment leagues in the States would not countenance this and we must, therefore, continue slaves to fashion.

On our arrival at the Indian village, we were treated to the spectacle of a *fiesta* in full swing. The dancing of the native women impressed us deeply. All native dances—and even some of our own so-called civilized numbers—have a barbaric and primitive touch, and the dance of the San Blas Indian woman is no exception. We watched with fascination the twinkling brown toes and the wild gyrations which were accentuated under the stimulus of a native drink, the name of which unfortunately I cannot recall. This drink is concocted by soaking, for about forty-eight hours, a bunch of bananas in native rum. In comparison with this punch the much advertised kick of the Missouri mule is a love tap.

The bucks, like our own redskins of the plains, paint their bodies in the most remarkable manner, and their customs and ceremonies were a source of great interest and amusement to us.

After leaving the Indians to their bamboo shacks we returned to Perme, the field headquarters of the San Blas Panama Banana Company. It is here that Mr. James Fitchett, the Superintendent, lives and has his office. Jim impresses one as being thoroughly competent. I was indeed surprised at the improvement in Perme and the farms under his superintendence. His railroad, although somewhat small, was well organized. Like all railroad executives, he has his troubles, and one of them materialized during our visit. However, when he arrived at the scene of the wreck, things were straightened out easily without any confusion. We consider ourselves fortunate in having visited Fitchett in his home in the jungle. We found him as good an entertainer as he is a superintendent and his ready wit and humor broke the monotony of our stay. Had I had sufficient time I might have gleaned much information from him which undoubtedly would be of interest to readers of UNIFRUITCO.

We set sail on the *Manchioneal* for Nombre de Dios. This is the spot where Columbus landed and the reason this is not more generally known is that there wasn't any wireless station there when Columbus arrived from Spain. The Tropical Radio had not come into being and the arrivals and subsequent activities of Columbus, Harry Morgan, Frankie Drake and other notables were not broadcasted to a waiting public in the U. S. A. Personally, I feel that in Nombre Columbus and Morgan chose a good spot for a stepping-stone to the conquest of Panama.

It has a pretty harbor with a bayou stretching behind the town where these hardy navigators fitted and repaired their ships.

After loading fruit at Nombre, the *Manchioneal* got under way for Porto Bello. Of all the places on the Isthmus of Darien, this is the most famous. It was here that Harry Morgan and his bloodthirsty buccaneers destroyed the fortifications of Old Spain, robbed and pillaged and slaughtered his Majesty's subjects, and formulated ideas which afterward led to the sacking of Old Panama. As we steamed into the harbor of Porto Bello, which is fitly named, the thought came: What must have been the mental state of the Spanish soldiers who embarked on frail and in some cases absolutely unseaworthy galleons to be transported for foreign service in their suits of steel armor under the blazing tropical sun of Panama? To them and to their leaders the country for the most part was unknown, the ways of obtaining information were very primitive, uncertain and unreliable. The time they might return to their loved ones was more uncertain still. Reflecting on all this, after viewing such a place as Porto Bello, we cannot but feel thrilled by those hardy pioneers who made possible the opening up of the Americas.

Our trip from start to finish was a decidedly interesting one and a comfortable one too. Nevertheless, the Washington Hotel looming on the point of old Aspinwall Island was a welcome sight.

Regulations Governing the Entrance of Ships in the Harbor of Havana

By *Octavio Amenabar*

Custom House Clerk, Havana

Octavio Amenabar

Signals

IN clear weather it is possible to see ships from Morro Castle, where the semaphore is located, at a distance of approximately fifteen miles. The approach of ships is announced by the hoisting of a square flag divided into two equal parts by a vertical line, the portion nearest the mast being white with a red oval in the center, and the other half all red. When the vessel is close enough for the semaphore to recognize its nationality, the flag of the nation is placed below the signal just described, both flags occupying the largest of the signal masts.

When the ship is about two miles from the entrance to the harbor, there is hoisted on the smaller mast a square blue flag which warns the pilots and captains of ships sailing at that time of the proximity of the approaching steamer. Accidents are thus avoided.

Quarantine

FORMERLY quarantine was a somewhat cumbersome procedure, prejudicing trade and navigation due to "red tape" and the limited knowledge with respect to the transmission of various diseases. However, great progress has been made in recent years as a result of scientific investigations, and now the procedure is rapid and efficient and interferes very little with the normal routine of a ship.

The Republic of Cuba, because of its geographical position and the fact that it is an island, finds it very easy to enforce quarantine measures when necessary and has a personnel well trained for the rapid and efficient dispatch of vessels. The Quarantine Law followed in Cuba at present is Military Order No. 122 issued by Provisional Governor Leonard Wood on April 29, 1902, and the Pan-American Sanitary Code approved by the Seventh Conference held at Lima in 1928.

The diseases set forth as subject to quarantine are yellow fever, cholera, smallpox, typhus exanthematous, bubonic plague, and

leprosy. For these diseases the crew and passengers are held in quarantine for varying periods of time; for yellow fever 6 days, cholera 5 days, smallpox 14 days, typhus exanthematous 20 days, and bubonic plague 7 days.

Cuba's Quarantine Department, under direct control of the Department of Sanitation and Beneficence, is a well-organized department and has a competent personnel in all the principal ports of the Island, as well as medical officers in Barcelona, Bilbao, and Coruña, Spain, and at Progreso, Mexico, these latter to report the appearance of any disease subject to quarantine in such foreign ports; this precaution is due to the great amount of trade carried on with Spain and Mexico and the number of immigrants from those countries.

Sanitary Entry

THE procedure followed at Havana for the dispatch of ships is as follows:

After the ship, guided by the pilot through the bay, has docked, the Port Doctor comes aboard, examines the bills of health, and if there is nothing special to be noted, counts and examines the passengers and crew. This examination is made rapidly if the ship comes from clean ports, inasmuch as the ship's doctor is under obligation to report any disease which may occur on board while the ship is at sea. After the examination is completed, the ship is cleared.

Those ships proceeding from quarantined ports or from ports where deratization measures (fumigation for destruction of rats aboard) are in force are subject to fumigation before docking or operations in the bay. For fumigating ships at Havana cyanic-hydric acid is used. Cuba has a well-trained technical personnel for this measure and the fumigation is under the direction of the First Doctor of the Port.

Fumigation certificates issued at Havana are accepted by all maritime authorities in the United States, provided they are viséed by a delegate from the U. S. Public Health Service at Havana.

Circular 136 of Quarantine Headquarters establishes that every ship docking at Havana must be fumigated at least every six months. This has also been accepted by the Sanitary Pan-American Code in Article 49.

Customs Entry

A YELLOW flag is hoisted when a ship enters the bay. When this flag is lowered, indicating that the ship has been cleared by the sanitation authorities, it is boarded by a Visiting Customs Inspector. This Inspector is the only official authorized by the Custom House Ordinances (except in case of accident) to board ships entering the bay after release by the medical authorities, and he proceeds with the dispatch of the ship in the following way:

He obtains from the purser all documents necessary for entrance in the bay so that he may inspect and certify them. These documents consists of manifests in ballast or of the cargo brought to Havana from each of the ports of previous entry, consular dispatch covering same, manifests of all intransit cargo carried by the ship, list of landing and intransit passengers, list of the crew, and list of provisions on board.

Cargo or in-ballast manifests should be accompanied by consular certification. Passenger and crew lists must be duly certified by the Cuban Consul at the ports of procedence, and if there is no Cuban Consul in such ports, these lists must be legalized by the Collector of Customs of each port of previous entry. Once the Inspector affirms that all documents are in order, he certifies a copy of the manifest, which, by this procedure, becomes the original for the dispatch of merchandise.

The Inspector gives the purser this original manifest and retains a copy of the manifest of cargo for Havana, a copy of the passenger list, the crew list and the provision list, as well as the release left by the doctor showing clearance of the ship. All other documents he returns to the purser, who delivers same to the Customs Clerk of the Ship's Agency for presentation in the Navigation Department of the Custom House within twenty-four hours, as authorized by the law.

At present, due to irregularities resulting in illegal entry of silk goods, perfumery, etc., sold to persons visiting ships which maintain for their passengers stores or a barber shop with a stock of articles subject to duty, all such supplies must be sealed while the ship is in port. After the dispatch and certifications

previously described are completed, the Visiting Inspector sees to it that this recent ruling with regard to the sealing of supplies is faithfully complied with.

Immigration Entry

AFTER the Customs authorities are on the ship, the Immigration Inspector is allowed to board the vessel to dispatch the passengers. This dispatch is made through the immigration manifest, issued by the purser, and in accordance with the regulations of the Immigration Department. Every passenger, whether remaining in Havana or intransit, before disembarking is inspected by the officials, who stamp his yellow or gray card (all passengers are provided with these) as authority for his landing. Passengers landing at Havana are furnished yellow cards reading "Republica de Cuba—Departmento de Inmigración, Habana" and bearing the date of dispatch. Intransit passengers are furnished gray cards with the word "Transito" and the date of dispatch.

The gray cards are considered as identification cards for intransit passengers to enable them to leave and board the ship at will during the time it is in port, this card being presented to the Customs Inspector at the top of the passenger boarding ladder or platform. The Inspector punches the card each time the passenger enters or leaves the ship, and the card is left in the hands of the Customs Inspector when the passenger finally boards the ship and remains there until the time of sailing. In accordance with the new customs regulations no person may board a ship unless he proves that he is a passenger by presenting the gray card, a ticket and the sworn money declaration, or a pass duly issued by the Collector of Customs.

A New Book on Tropical Crops

"The Tropical Crops" by Otis W. Barrett: A comprehensive survey of the practice of agriculture in tropical regions, with a discussion of cropping systems and methods of growing the leading products. (*The Macmillan Company, New York,* 445 *pp.*)

IN *The Tropical Crops* Otis W. Barrett has covered a remarkably wide range of subjects and has brought out some original and suggestive ideas. For thirty-five years Mr. Barrett has been engaged in the agricultural profession in Mexico, the Philippines, the Canal Zone, Portuguese East Africa, West Africa, and Porto Rico. His unusual opportunities for first-hand observation have afforded a rich mine of authoritative information which he has transmuted into concise, readable material.

The opening chapters deal with Tropical Field Practices and Conditions, Geography and Climate of Tropical Regions, and Living Conditions for the Tropical Planter. Subsequent chapters take up in succession the subjects of Coffee, Cacao, Tea, Sugar-Cane, The Citrus Fruits, The Pineapple, The Bananas, Other Tropical Fruits, The Coconut, The Oil Palm, Other Palm Products, Rubber, Other Tree Products, The Tropical Fibers, Grains and Forage, The Root-Crops, Tobacco, Beverages and Masticatories, Spices, and Miscellaneous Crops.

The section devoted to bananas, with which we are chiefly concerned, gives the history of the fruit, a description of the genera and varieties, and outlines the method of cultivation and harvesting. Pests and diseases which attack the banana are enumerated. The commercial aspect of banana production—the vast sources of supply, the far-flung markets, and the ever-increasing demand are all set forth in concise, interesting form.

The enthusiasm of the author for his subject—we might almost say his devotion to it—is apparent throughout the book. *The Tropical Crops* should enjoy popularity among all those interested in tropical agriculture and horticulture.

Frank H. Braun entered the Passenger Department of the United Fruit Company in December, 1924, as stenographer. He was previously employed by the Louisville & Nashville Railroad Company, New York, for one year, and the National Bank of Commerce in New York for five years. He is at present secretary to the Passenger Traffic Manager, 17 Battery Place, New York.

"All for One—One for All"

By Frank H. Braun

New York

TRAVELERS on ships of the Great White Fleet receiving the consideration implied by the slogan "Every Passenger a Guest" do not perhaps fully appreciate the cooperative spirit existing throughout the personnel of the UNITED FRUIT COMPANY.

Here is cooperation brought about by personal contact, forming interdepartmental friendships. There is nothing obligatory in this kind of friendship. Cooperation stimulated by mutual interest continues forever.

Members of the Passenger Department meeting and arranging passage for travelers to the Caribbean could not satisfactorily "carry on" if the integral units of the Company failed to work with us. We receive the willing, cheerful and consistent assistance of the ships' personnel in making good our promises of service and courtesy.

A prospect stepping into one of our Ticket Offices is pleasantly received by a clerk always glad to be of assistance and to answer, intelligently and cheerfully, queries regarding the service. This is the first step toward the voyage—and a very important one. The traveler booked for a trip on a vessel of the Great White Fleet goes to the pier the morning of sailing and is given particular assistance by the Baggage Master in identifying and placing luggage aboard the ship. Next, he meets the representative of the Passenger Department, who checks him on the steamer and wishes him good luck.

All this has happened on shore. Once aboard ship the passenger comes immediately under the care of the steamer's staff. During a recent trip involving two boats of the Company, the writer had the opportunity to observe at first hand the splendid cooperation accorded the Passenger Department by the ship's personnel.

As the boat steams along out to sea and the passenger enters the dining saloon for his first meal, he is greeted by the Chief Steward and assigned to a table accommodating only himself and his party, or should he be alone, he is placed at a table with other congenial guests. His Table Steward is most courteous and serves the meals in a manner which adds flavor to the delightful food. The Deck Steward, too, comes in for a good turn, for he assigns a deck chair in a desirable location where many hours of comfort outdoors may be enjoyed. He is always on hand to carry out little requests, secure reading matter from the library, arrange deck games, and sometimes serve meals on deck.

It doesn't take long to become acquainted with the officers, for the Captain, Purser, Chief Steward, Chief Engineer and Doctor are glad, when possible, to pass a few pleasant moments spinning yarns.

All through the trip, whether it terminates at the first port of call or continues through

[*Turn to page* 363]

The Great White Fleet

The photographs accompanying this article are reproductions made from small blue-prints furnished by Mrs. Anderson from the late Captain Anderson's collection. So far as is known, they are the only existing pictures of these ships

The "Belvidere" ashore on Cape Maisi

THE *Beverly* and the *Belvidere* were built in 1896 by Workman Clark & Company of Belfast for R. & C. Allan and were the first ships built under charter to the Boston Fruit Company by these builders who have had so large a part in the building of the Fleet. They were single screw steamers 255 feet long—25 feet longer than the *Brookline* and the *Barnstable* built three years before —with 35 feet beam. They had a capacity of 76,500 cubic feet, carried cargoes of 30,000 or more Jamaican bunches and had accommodations for 36 passengers.

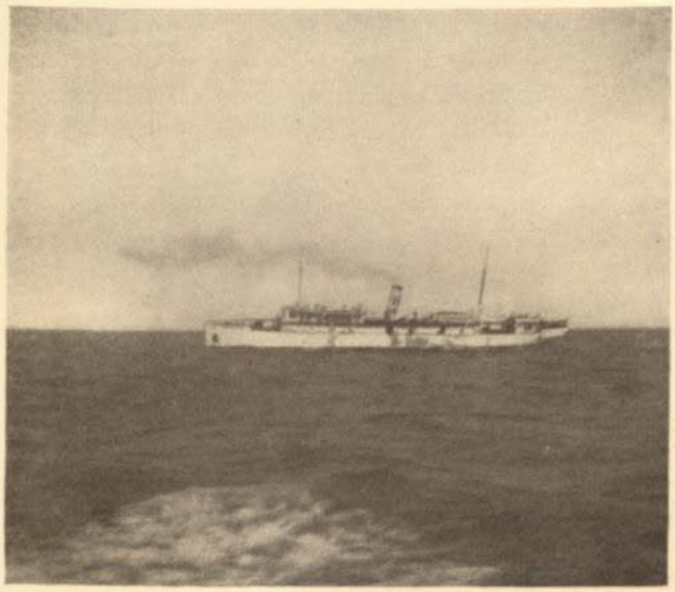
They compared in size with the present chartered ships *Anderson* and *Newsome* and had as much speed, if not more, than these newer ships. They were built under a long charter to the Boston Fruit Company, and Captain Anderson, who supervised their construction, was very proud of them. He brought the *Beverly* out, "Jimmy" Johnson, later Chief Engineer on the *Matapan* and the *Pastores,* being Chief Engineer on this voyage, and commanded the ship during her first two years of service.

There was some discussion about the dates of launching these vessels. When the time came to launch the *Belvidere* it was discovered that the date set by the builders fell on a Friday. Captain Anderson was asked if he objected to the launching on this supposedly unlucky day and he said that personally he didn't care whether it took place on Friday, Saturday or Sunday. However, the old prejudice prevailed and she was not launched on Friday. She was lost during the first year in service.

The launching date of the *Beverly* likewise fell on a Friday and was not changed. In later years when the *Beverly,* under another name and in the service of another line, was on the Boston and Halifax run, she could be seen from the office windows of the Fruit Company starting from the Plant Line pier. When he happened to be in the office about one o'clock, Captain Anderson would look down at the ship as she backed out into the stream and tell some story of her launching, her speed and her ease in handling. He would generally end with, "And they changed the launching day for the *Belvidere,* but the *Beverly* was launched on a Friday and there she is."

Captain Anderson never ceased to dwell on the ease with which she was handled. One day when she came out from the pier he said: "Mr. Plumer, it's the old *Beverly* and she was always a handy ship. We could back her out from the pier, put her helm hard over, and she would just turn on her heel."

In 1899 the *Beverly* was commanded by Captains J. W. McGrath and F. S. Israel, from 1899 to 1903 by Captain E. J. Siders, and in 1904 and 1905 by Captain William



The eighth in the list of tales of United Fruit Company boats

The "Beverly" *and* The "Belvidere"

The "Beverly" standing by the "Belvidere"

Rose. These are familiar names to many of our readers.

The ships were first put on the Boston and Jamaica run. When she had been in service less than a year, on May 15, 1898, coming north with a cargo of fruit, the *Belvidere* was wrecked on the southeastern point of Cape Maisi, Cuba. She went so high on the steep rocky coast that the passengers walked ashore on a plank from the bow of the ship. They proceeded to the lighthouse nearby and from them the lighthouse keeper for the first time heard that a war was on between Spain and the United States. Although war had been declared on April 20, more than a month before, he had not yet heard of it. In those pre-radio days lighthouse keepers led a quiet and secluded life.

Captain O'Neill, now in command of the S. S. *Tivives,* was an A. B. Seaman, later quartermaster, and at the time the *Belvidere* went ashore was boatswain on the *Beverly.* He tells how the *Beverly,* southbound, was signaled by another Company ship under command of Captain McGrath and informed that her sister ship was ashore. The *Beverly* proceeded at full speed to render what assistance she could. However, they were unable to float the *Belvidere* and she was a total loss.

For most of the last two years of her service with the Company, the *Beverly* was on the New Orleans-Port Limon run under command of Captain Rose and became known as "the fast little *Beverly,*" and her record for speed between these ports has never been surpassed by any of the Company's later ships.

Captain Rose writes of the *Beverly*:

"She was considered a very fast boat at that time, and I believe still holds the record between New Orleans and Port Limon, as we raced the German S. S. *Baker* from New Orleans to Port Limon when the *Baker* was a new ship, making the passage in 3 days, 17 hours, and 55 minutes, from dock at New Orleans to anchorage in Limon Bay, an average of about 14.8 knots. Needless to say that after the first 24 hours we could not see the *Baker's* smoke astern of us, and while we did drive the *Beverly* the first 24 hours we eased her down when we lost sight of the *Baker's* smoke, but still made the average speed as stated above.

"She always delivered her bananas in good condition on account of her high speed as we worked her at an average speed of 13.5 knots."

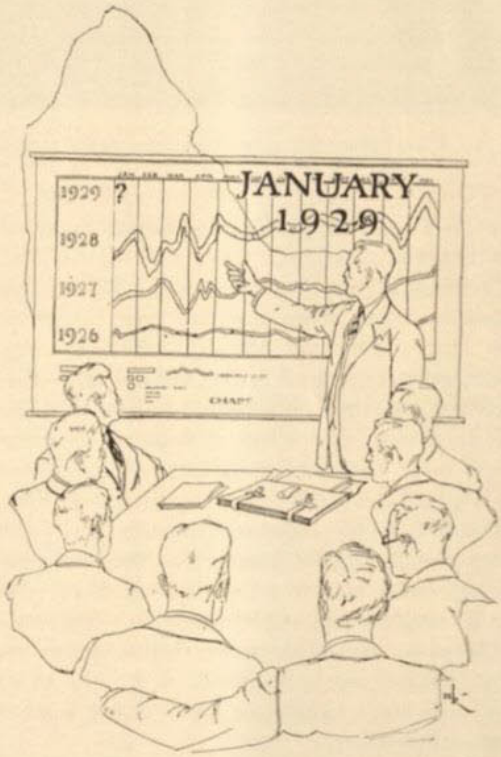
The *Beverly* remained on charter till August, 1905, when the Company started its program of building its own ships. She was then sold to the Canada, Atlantic and Plant Steamship Company (the Plant Line), renamed the *A. W. Perry,* and operated between Boston and Halifax from the time of her purchase until her unhappy ending on June 8, 1915 at Chebucto Head at the entrance to Halifax

Harbor. At this time, during the first year of the World War, tonnage prices were mounting by leaps and bounds and she had been sold, presumably at a high figure, for delivery at Halifax. She left Boston to be turned over to her new owners at the latter port but never reached there, foundering almost within a stone's throw of her destination.

The *Beverly* made a fine record and is always highly spoken of by those who know the Company's ships. The time of her charter by the Company was shortened not because she failed in any respect, but because, sooner than had been expected at the time the *Beverly* and the *Belvidere* were built, the Company adopted a new program to build and own its own ships.

Fruit Dispatch Company Holds Sales Conference in Chicago

Representatives of the United Fruit Company and its subsidiaries assemble to exchange opinions and experiences.



FROM November 20 through the 22nd there can be no doubt that the twelfth floor of the Hotel Stevens went Banana!

Some seventy-five men were greeted there by Mr. I. K. Ward. They came from the dim and far-off places and from the great markets of the world. They came from Colombia in South America, from the Canal Zone, from Costa Rica, Honduras, Guatemala and Mexico in Central America, from Rotterdam, London and Liverpool, from Canada and from all parts of the United States. They came, each with his opinion, idea and experience to contribute to the success of the Conference. Banana Salesmen, Banana Advertisers, Banana Farmers and Banana Executives met on a common ground in Chicago and the result was progress.

This report is being written several weeks after the meeting and without the aid of a single note. The reason for this is the identical reason why the art critic who studies a canvas steps back to properly appreciate the blend of all the factors that went into the work.

Seen in retrospect, and with no attempt to be chronological, certain phases of that Conference come readily to mind:

1. Mr. Cutter on general policy, general criticism, general suggestion and general office attitude of the year's work.
2. Mr. Ward and the entire Sales Personnel on General and Branch House problems and conditions.
3. Mr. Jackson and the Advertising and Publicity personnel of England and the United States on Advertising aims and policies.
4. Mr. Rowe and his associates on Research and Equipment matters.
5. Mr. O'Hearn and his spotlight system for regulating speeches, and the great spirit of cordiality and unity he developed at the Farewell Banquet.

Into this orderly scheme is woven a very definite statistical pattern of charts and to a lesser degree the closely knit Tropical thread. And the picture is harmonious.

The Conference came to order formally the morning of the 21st with a warm welcome from Mr. Ward. He then presented Mr. Cutter who gave vigorous expression to his thoughts as to the status of the Sales organization, its accomplishments and shortcomings, its triumphs and failures. He told an amusing story having to do with the troubles Mr. Chittenden and Mr. Ward laid before him during the year. These gentlemen, according to Mr. Cutter, likened themselves to the coat and the pants, coming in for all the work, while he represented the vest and got all the gravy!

As all who attended that meeting can testify, Mr. Cutter's subsequent remarks were not lightly spoken. They were thoughtful, sober and serious. They held no undue measure of praise. They acknowledged with candor the advances made and they made equally clear his disappointments. They carried the group through the year's activity and gave them a glimpse into future problems and plans. His words stimulated a vigorous trend of thought and led the way to frank, straightforward expression which was destined to be the keynote of the Convention.

His closing statements made it perfectly clear that he was in no sense "satisfied" with the situation. There was no mistaking his implication that here was a state of affairs that everyone must rub up against if they ever expected to hear him announce that his mind was changed!

HAVING established the point that there was still plenty of fighting and hustling to do, Mr. Cutter took his seat in the midst of the group, and the Convention buckled down to the program in splendid spirit.

Mr. Ward defended his men, expressed his appreciation for their work and called on the Resident Managers at various times throughout the Convention, giving everyone a chance to express himself and contribute his ideas.

Certain highlights stand out in this general Branch House discussion:

Mr. Leathers of Chicago, in a spirit of true sportsmanship, graciously acknowledged the recently acquired leadership of Mr. Reiff of Detroit.

Mr. Esch of Fort Worth stated that he booked orders for fruit in his territory, not as Telas, Guatemalas or Truxillos, but as cars of bananas. He sounded a note of confidence in his territory and faith in the organization, splendidly supported by his results.

Mr. Valley of Charleston gave a great talk on the spirit of service and cooperation in the New Orleans seaboard office, whose problems he learned first hand during his work there as Mr. Wright's assistant.

Mr. Wilson of Pittsburgh defended his territory and described the loyalty of his Trade in very forceful, stirring words straight from the heart.

Mr. Carpenter of Buffalo was the only man in the Convention who spoke of the work, results and efforts in his territory in the first person plural. "We" do this—"we" do that—in Buffalo. This brought into the picture the other workers in Buffalo, and indicated that Mr. Werner, Mr. McNeill, Mr. Kelley and others all played a part in helping along in the Buffalo territory.

Mr. Rupp of Seattle also graciously acknowledged the help the Service Departments had given him as well as the cooperation extended to his Branch by Mr. Rider at the western seaboard.

Early in the Conference a magnetic address was made by Mr. Jackson in his characteristic, energetic style. It presented the general Advertising policy of the Company and was supplemented by an excellent announcement of the Advertising program by Mr. Kastner, a description of the Education and Direct Mail campaign by Mr. Reynolds, and an explanation of the service concepts of Fruit Dispatch Magazine by Mr. Whitman.

Mr. Peacock, Manager of Elders & Fyffes Publicity, made a great hit by a highly diverting talk which not only made clear the English and Continental publicity problems and methods, but also kept the Conference at a high pitch of interest by occasional references to a carefully written speech which he claimed he was very anxious to read, but which he actually did not even consult!

Mr. Natt Emerson of Batten, Barton, Durstine & Osborne, Inc., spoke briefly on the valuable advertising printed during the year in national magazines by outside companies

advertising the banana in conjunction with such products as Pet Milk, Kellogg's Corn Flakes, Sunkist Oranges and Lemons, Post Toasties, Mazola Salad Dressing, Jello, Shredded Wheat and Puffed Rice. He brought full page color ads of all these products illustrated with bananas to demonstrate his point.

Major Harris, instead of discussing UNITED FRUIT advertising, devoted himself to a novel, graphical presentation of the point that bananas are a supplementary fruit in the national dietary. He drew quick-fire charts which showed the upward trend of volume and sale of various fresh fruits the last few years, and running right along with these was the banana sales curve—never in opposition to domestic fruit trends, but supplementing them.

Mr. McNeill introduced his paper on Credits with the following definition of a Credit man:

"The typical Credit Manager is a man past middle life, spare, wrinkled, intelligent, cold, passive, non-committal, with eyes like a codfish, polite in contact, but at the same time unresponsive, cool, calm and damnably composed as a concrete post, a human petrifaction with a heart of feldspar, and without a charm or the friendly germ, minus guts, passions or a sense of humor. Happily they never reproduce and all of them finally go to Hell."

The unanimous expression of appreciation to the Credit & Claims Department for its unfailing cooperation on the part of the Resident Managers was quite a contrast to the definition.

There was one morning devoted to Research. Mr. Rowe outlined the problems and methods of the Department, making clear the painstaking and thorough tests and lines of investigation being undertaken in many fields of banana operation. A fascinating word picture of Research as applied to bananas was presented by Mr. Dellenbaugh, who made his scientific points clear by interesting examples readily understandable. Mr. Kelley spoke on Equipment matters and explained the latest development of ice bunkers in refrigerated railroad cars.

It is impossible to condense in one paragraph the convincing way the Research people justified themselves and their lines of investigation at that Convention. There can be no doubt as to the practicality and value of their work . . . they are every bit as hot on the trail of new outlets as the Sales or the Advertising Department.

Many of the Tropical men took advantage of an invitation Mr. Leathers extended to visit the new banana rooms of the National Tea and the Great A. & P. Companies in Chicago. The necessity for this educational work, in the tropics and in the markets of the United States, was stressed by Mr. Cutter and others. Many speakers were forced to limit their expressions to their own field due to a lack of complete understanding of banana operations. The advantage of being posted on Tropical production operations and Domestic sales methods was made obvious at the Conference.

How was it that bananas were served at every meal at the Stevens? The answer is easy. Mr. Leathers was too modest to admit it but Mr. Reynolds reported that the presence of bananas in the Convention dietary was due to Mr. Leathers interviewing the Manager and Chief Chef and distributing the cook-book "From the Tropics to Your Table". It is safe to say that having once familiarized his staff with the different ways bananas could be prepared, the Chef will see to it that his hotel continues to dispense this fruit. Just think what it would mean to the industry if every man and woman in the organization would take advantage of such opportunities to increase banana consumption!

Nobody can say that Mr. Porter of the Traffic Department overlooked this opportunity. Bananas were prominently displayed on all Dining Car menus—particularly on the lines between New York and Chicago.

It was a great dinner—that farewell banquet. Who could compete with Mr. O'Hearn as a dispenser of sunshine? What chance did a man have to make a heavy speech with that block system of signals staring him in the face; green to commence talking, yellow to get ready to duck, and red to be seated? Mr. O'Hearn called on people at random who spoke whether they were prepared or not. There was a big hand for all.

Then Mr. Cutter arose and as a man the party rose with him. If the light signal had flashed in the ensuing fifteen minutes nobody would have seen it. Men had come from far-off places to hear those words . . .

"We are the biggest farmers in the world today under one management, and we have not stopped growing yet. If we had it wouldn't interest you and it wouldn't interest me. . . . There are three things we must always bear in mind: Production, Transportation and Sales. Those are the three things I am going to keep my eyes on as long as I am in charge of the situation, and I know all you men are going to stay behind me. . . . I am going back to Boston perfectly happy and absolutely confident that you can do the job. . . ."

Buying on the West Coast

By J. Thomas O'Neill

San Francisco

Mr. O'Neill is Purchasing Agent and Port Steward for the United Fruit Company at San Francisco. He has faithfully and continuously served the Company since entering its service in 1916. *Mr. O'Neill was transferred in* 1919 *from the General Office to the Purchasing Department and with the opening of the Western Division took over his present duties at San Francisco.*

THE commodities handled by the Purchasing Department are gathered from the four corners of the earth. With the opening of the San Francisco Division and the inauguration of direct west coast steamship service, the Purchasing Department came into closer personal contact with the suppliers and the products of the Golden West and the Pacific coast.

Within a seventy-five mile radius of San Francisco is located the canning center of California fruits. The headquarters of the California Packing Corporation, one of the largest canneries in the world, is located in San Francisco. This concern is widely known by its brand, "Del Monte". There are many small canners who pack equally good fruit, but whose brands are not so well known. The Santa Clara, San Joaquin and Imperial Valleys are known the world over for their choice fruits. Peaches, apricots, prunes, plums, pears, and figs are grown in great abundance in these valleys. Fresh vegetables and fruits, are, as a rule, cheaper than on the east coast and are to be had in greater variety.

Another product of the Pacific coast is salmon. A picturesque sight in the spring of the year is the Alaska Salmon Company's fleet of square-riggers, the last of this type afloat, passing through the Golden Gate bound for Alaska to make the salmon pack. They return, generally, late in August or early in September, with the pack complete for the season. When the extent of the pack is known the opening price is declared by the packers. Besides Alaska salmon Canadian salmon is available and may be purchased in bond for export to the tropics.

J. T. O'Neill

The fishing fleets of the west coast do not have the sturdy vessels used on the Atlantic and in bad weather they do not venture out. Haddock, quite common in the Atlantic, is practically unknown here, except finnan-haddock, imported from the provinces. Salmon and halibut are plentiful. Barracuda and abalone, the latter a type of shell-fish, are favorites of lovers of sea food.

The canning center for California sardines and tuna is at Monterey, situated about fifty miles from San Francisco. Large quantities

of California sardines are sold every year in our various Tropical Divisions.

Beef produced in this section is inferior to the east coast product. All the cattle slaughtered in and around San Francisco are range cattle and do not run as heavy as the corn-fed prime eastern beef sold in Boston and New York. Beef, on this coast, is cut very differently than it is on the Atlantic seaboard.

Another commodity that can be purchased here to advantage for certain Tropical Divisions is creamery butter in tins. The largest packer of high-grade creamery butter is the Golden State Milk Products Company, located in San Francisco. Not far from San Francisco is Petaluma, widely known as the "Egg Basket of the World". Eggs are cheaper at all times here than in the east—judging from the daily reports of the Department of Agriculture.

Considerable Chinese and Japanese merchandise is handled through San Francisco for export to the tropics. Everything from bead necklaces, straw slippers, notions, novelties, and rattan furniture—even to "Irish linens"—is handled by the Purchasing Department at San Francisco.

California redwood and Oregon fir for construction purposes have been purchased and shipped in larger quantities than ever before to our Tropical Divisions.

Oakland, across the Bay from San Francisco, is a large manufacturing center, and here are located the plants of the Caterpillar Company and the Atlas Imperial Diesel Engine Company. We frequently purchase spare parts for the machinery manufactured by these companies and have been able to give certain Tropical Divisions quicker and more satisfactory service than heretofore.

This Division is still in its infancy, and as time goes on we shall, no doubt, find many more west coast products that may be purchased here to advantage.

Transfers and Promotions

Costa Rica

Frank Gee, Roadmaster, Northern Railway, to Tela Railroad Company.

Robert Richards, Accounting Department, to Tela Railroad Company.

Panama

E. A. Deems to Construction Department, Truxillo Railroad Company.

Roy W. Crosse, Overseer, to Overseer, Chiriqui Land Company.

T. O. Dudley, Overseer, to Overseer, Chiriqui Land Company.

Albert E. Alexander, Steam Shovel Engineer, to Chiriqui Land Company.

Preston

John Hogan, Superintendent District 3, to Assistant to Superintendent of Agriculture.

F. R. Opperman, Timekeeper, Biran Farm, to Junior Overseer, Mejia Farm.

C. J. Herrick, Timekeeper, Cueto Farm, to Junior Overseer, Bagá Farm.

Harriet Williams, Stenographer, to Banes Division.

Guatemala

W. F. Thompson, to Shop Foreman, Transportation Department, Banes Division.

Cristobal

Reginald Forster, Clerk, to Clerk, Freight Traffic Department, New York Division.

Tela Railroad Company

Paul Otter, Division Inspector, to Assistant District Superintendent, Guaymas.

Tropical Radio Telegraph Company

Robert V. Howley, Commercial Superintendent, to Production Department, UNITED FRUIT COMPANY.

J. C. Drouilhet, Second Operator S. S. *Atenas,* to Chief Operator, S. S. *Iriona.*

John Turpie, Plant Engineer, Miami, to Chiriqui Land Company.

Revere Sugar Refinery

Kathleen Hayes, Credit Department, to Secretary to C. W. Udell, Auditor.

Tropic Foods, Inc.

Jarvis L. Kaye, Boston, to Equipment Department, Fruit Dispatch Company, New York Division.

New Orleans

George C. Dexter, Research Department, to Equipment Department, Fruit Dispatch Company.

Edmond J. Kelly, Junior Clerk, Passenger Department, to Assistant Baggage Master.

William Mendez, Mail Bureau, to Junior Clerk, Passenger Traffic Department.

Boston

Charles Wilson, Wharf Receiving Clerk, Long Wharf, to Time and Material Checker.

Madeline Silva, Assistant to Dr. Tewksbury, Research Department, to Tropic Foods, Inc. and the Research Laboratory.

Mrs. J. E. Trahey, Comptometer Operator, to Comptometer Operator, Accounting Department, New York Division.

New York

James F. Heneghan, Assistant to Passenger Traffic Manager, to Assistant Passenger Traffic Manager.

Jack O'Connor, Solicitation Correspondence Clerk, Freight Traffic Department, now In Charge of Freight Forwarding Department, Freight Terminal Department.

Joseph Conlon, Clerk, Freight Terminal Department, to Pier Clerk, Terminal Operations Department.

Alfred T. Krebs, Gateman, Terminal Operations Department, to File Clerk, Accounting Department.

Cornelius J. Coleman, Pier Clerk, Terminal Operations Department, to Clerk, Passenger Traffic Department.

R. A. Sweeney, Clerk, Commissary Department, to Clerk, Accounting Department.

Arthur G. McShane, Assistant Purser, Accounting Department, to Pier Clerk, Terminal Operations Department.

R. J. Horn, Bureau Head, General Accounting Bureau, to Clerk, Audit Bureau.

W. J. Clark, Clerk, General Accounting Bureau, to Bureau Head.

John W. Perkins, Storeroom Boy, General Storeroom, to Stationery Helper, General Storeroom.

Thomas P. Saunders, Stationery Helper, to Storeroom Helper.

E. D. Foster, Ships Stores Checker, Accounting Department, to Assistant Chief Ships Stores Checker.

A. F. Burns, Linen Checker, Accounting Department, to Ships Stores Checker.

Aaron R. King, Clerk, Accounting Department, to Guatemala Division.

L. B. Lacroix, Clerk, Accounting Department, to Guatemala Division.

C. F. McCarten, In Charge of Time and Material Checkers, to Boston Division.

James T. Rowe, Stenographer, Research Department, to Stenographer, Fruit Dispatch Company.

Fruit Dispatch Company

C. M. Holtzman, Assistant Resident Manager, Pittsburgh, Pa., to Acting Resident Manager, Cincinnati, Ohio.

M. J. Eamer, Assistant Resident Manager, Syracuse, N. Y., to Assistant Resident Manager, Pittsburgh, Pa.

J. A. Wallace, Traveling Messenger, Minneapolis, Minn., to Traveling Messenger, El Paso, Texas.

J. E. Goode, Cashier, Fort Worth, Texas, to Clerk, New Orleans Office.

E. R. Patterson, Cashier, Raleigh, N. C., to Tropical Division Service.

Frank G. Rolston, Inspector, to Fruit Transportation Observer, Research Department, UNITED FRUIT COMPANY.

"All for One—One for All"

[*Continued from page* 355]

the tropics and back to the home port, the spirit of good-will and interest continues. And the good-will and interest are often reciprocated, for many times passengers who are going again to the Caribbean come to our offices and request passage on the same steamer on which they traveled previously. They enjoyed the former trip and have not forgotten the many acts of kindness shown them by the ship's personnel.

Each department of the UNITED FRUIT COMPANY might rightfully use the words put by Dumas into the mouths of the Three Musketeers: "All for one, one for all."

LONG SERVICE ORDER OF THE UNITED FRUIT COMPANY

EMPLOYEES WHO ENTERED THE SERVICE OF THE COMPANY DURING 1909

Name	*Division*	*Present Position*	*Date*
Neil P. Macphail	Guatemala	Supt. Medical Dept.	January, 1909
Luis C. Linero	Colombia	Fruit Receiver	January, 1909

Employees Who Entered the Service of the Company Prior to 1909, Who Have Served a Total of Twenty Years or More, and Who Have Not Previously Been Listed in the Long Service Order

Name	*Division*	*Present Position*	*Date*
Edward Bennett	Northern Ry.	Locomotive Engineer (Prior Service with F. C. C. R. Company)	1886
Oscar DeLisser	Costa Rica	Foreman-Banana Loading	1901
Joseph Wedderburn	Panama	Clerk, Agric. Dept.	August, 1903
Harry Spencer	S. S. *Calamares*	Master	February, 1906
William Stewart	Northern Ry.	Conductor	September, 1907
Manuel Freyre*	Banes	La Guica Comsy. (Commissary, La Guica Farm)	November, 1907
Gustavus Jacobson	Northern Ry.	Locomotive Engineer	December, 1907

*Out from September, 1920 to November, 1920, and from March, 1922 to November, 1922.

FRUIT DISPATCH COMPANY

Employees Who Entered the Service of the Company During 1909

Name	*Location*	*Present Position*	*Date*
Charles W. Tukey	Providence	Resident Manager	January, 1909
George G. Herrick	Hartford	Cashier	January, 1909

Almirante

The Armistice Dance

(Extract from Almirante's Dancing Annals)

THE Bulletin Board announced the time and place as "The Banana Club—8:45 P. M.—November 10," and when we said we'd be there we meant it. If you don't believe it, ask those who stayed until 4:00 A. M. and danced until dawn. Guabito was present with 98 per cent. of the population of the town not missing a step. And the only one of the Almirante-ites that sat out a dance was R. Paterson, and his alibi was a sore foot, or a headache, or a cold, or all three. (Anyway it was an alibi).

The efforts of the Committee for Decoration resulted in a Club that would have done credit to Broadway and the Roxy. There were flags here, there and everywhere and a soft rose light gave the necessary atmosphere so essential to those who thought a waltz the best article of the evening. The orchestra, on a raised dais at the far corner of the hall, played marvelously and received round after round of applause.

No dance being complete without a specialty on the program, we presented the "Four Horsemen" who constituted our musical entertainment. They gave us their conception of how a waltz should be played and at its termination they wondered if they had been wise, for they were obliged to play it for at least an hour, steadily. The wages of ability apparently being popularity.

Novelty followed novelty. The Horters gave us two numbers they had brought down from little old N'Yawk, and when we mention dancing, we think of a synonym for the Horter couple.

We wish to extend our thanks to all those who helped to make the party such a complete success.

Baseball

SINCE the recent organization of baseball teams in Guabito and Almirante, the usual Monday morning conversation among the members of the office force ceases to be of the previous day's golfing. Putts and approaches have given way to hits and put-outs. The Panama Division has certainly been severely bitten by the "baseball bug".

Numerous games have already been played between the two teams, enabling Managers Keating and Murphy, the "Lookout" boys, to pick a strong divisional team. The second team has been given the advantage of batteries, thereby making both teams quite evenly matched. Every Sunday a large crowd of ardent admirers and supporters of divisional baseball fills the grand stand to witness the match of skill and wit between the two teams, and is ever ready to lend an encouraging cheer or a discouraging boo.

Sunday, November 17, a Special arrived in Almirante with a trainload of enthusiasts from up country, anxious to know what the outcome of the fifth battle, since this baseball epidemic spread over the Division, would be. Although gray skies and a misty atmosphere failed to keep down the crowd, it certainly succeeded in dampening the field during the first round of the tilt.

Play was called at 2:30 P. M. by Umpire Lowing. "Speed-ball" Starr, erstwhile Tela twirler, did the hurling for the No. 2's with Morris on the receiving end. He was opposed by "Hooks" Barnett, the sturdy right-hander, who kept 'em guessing from start to finish. Lowry was backstop for this combination.

The game started fast with each team retiring the first three batters. In the fourth inning, through a fumble and a long drive to right field, Jensen succeeded in crossing the home plate for the first run of the evening. Again in the next inning, through a series of good hits, the No. 2's succeeded in adding another point to their score.

"Home run" McGarvey, our heavy hitter, started things a-popping in the fifth with a long drive to left field for three bases, scoring on Le Blanc's single between first and second. Elmer, forgetting his Boy Scout pledge, stole second and then romped home to safety when Keating singled to right field. Eddie became peeved and fanned the next two batters, thus ending his unlucky inning.

The score was 2-all. Both teams settled down and no more scoring was done during the

rest of the game. Play was stopped at the beginning of the eighth when the clouds that had been threatening all the afternoon broke and the rain fell in torrents.

The Line-up:

Team No. 1	*Position*	*Team No. 2*
Lowry	C.	Morris
Barnett	P.	Starr
Vorhaben	1st.	Jensen
Mather	2nd.	Adams
Keating	SS.	Hickey
Paterson	3rd.	Beckstrom
McGarvey	LF.	Sawyer
Crosse	CF.	Graham
Le Blanc	RF.	Notman

Manager Keating, as he looks over his hard workers in action, feels confident in the strength of the team and vows that other nearby Divisions (having Cristobal and Limon in mind) had better get in some good, hard work-outs before the first of the year.

Messrs. Miskell and MacHale are on a little jaunt to N'Orleans and points in proximity—and perhaps Chicago if it isn't too cold. We thought "Benny" would break down and refuse to leave Almirante behind, at the last minute, but our final impression as the ship took off was that he enjoyed the prospect of a *pasear*. He had Almirante to look forward to as a return objective.

There's always something to take some of the bridge crowd away and it seems as if we say "Hello" to one and "Good-bye" to another. This time it was Mrs. Turner who was leaving. While she has been with us only a short while, it has been long enough to make us miss her a great deal and hope that she'll find time and have the inclination to renew her visit.

On Sunday, November 11, Almirante's baseball fans appeared in Guabito and rooted for both sides. We had to be impartial for the teams were mixed and everybody was playing for somebody else. Mrs. Morris shouted lustily when Jimmy made a home entrance and was heard to remark that "Almirante must be ahead," upon which a voice from the rear mentioned "Not with *that* one—he's on *our* side. Hurray for Guabito!" Much subdued murmuring, and after that, closer observation of the game. But while we are on the subject, we'd like to mention that we have the makin's of an All Ace Team. (Limon please copy).

We would like to present at this time Bertram E. Bookout, Jr., in his rôle of juvenile star. "Bookie" the Second joined the organization on October 27. Congratulations to Mr. and Mrs. Bookout. We wondered as to Junior's vocation in life (you know how one does wonder) and Bookie was heard to remark that if practice was any indication his son and heir was well on the road to an operatic career.

We detail herewith the result of the latest election for officers in the Almirante Club: Malcolm Graham was reelected President; J. E. Osborn was chosen Vice President; and J. F. Pendergrass made his entrance into the political whirl by accepting the title of Secretary-Treasurer. Members of the Governing Board are Messrs. E. A. Starr, Jr., Dr. W. S. Dove, and W. H. Vorhaben. The new organization "threw a dance" November 10 for Division employees that was "something to write home about." *Viva la Club!*

The Medical Department members and their families welcome another to the fold. Mrs. E. T. Neumann arrived to join her son, Dr. Neumann, who came to us some time ago from Haiti. We hope Mrs. Neumann will soon discover that Almirante is as ideal as reports led her to believe.

Cristobal

November, 1928

MR. H. J. EINERMAN is a newcomer from the Freight Traffic Department at New York. He may be considered an old timer with the Company, having entered the service in 1919.

His Excellency, Dr. Eusebio Morales, former Secretary of Finance in President Chiari's Cabinet, accompanied by Mrs. Morales, was a passenger to Cartagena on the *Metapan*, sailing November 8.

Miss Mary E. Barrington has accepted a position with the Freight Department. This little lady has just recently come to the Isthmus and apparently is glad to be a member of the Cristobal family.

The bachelor's mess is the burning question so far as the bachelors of Cristobal Division are concerned. Reggie Forster, who for several months acted as mess seregant, resigned this lucrative position on the eve of his sailing for New York, and Frank Robinson has been elected to nurse the mess until somebody is found who is more suited to the task of catering to the esthetic taste of these tropical tramps. Rumors are afloat that sauerkraut and spareribs will find a place on the daily menu and this is causing much excitement. It is certainly hoped that Robby's preference for this delectable dish will

be sufficiently restrained so that the corned beef and cabbage crowd will have a chance.

Mr. Henry Cabot Lodge, accompanied by Mrs. Lodge, was a passenger from Corinto on the S. S. *San Mateo*, arriving at Cristobal November 15. They transferred to the S. S. *Saramacca*, sailing for New Orleans the same day.

Mr. Philip M. Rodriquez, Assistant Manager of the Honolulu operations of Messrs. Libby, McNeill & Libby of Chicago, accompanied by Mr. Thornton Lyman, in charge of the agricultural work in the Hawaiian Islands for the same Company, arrived at Cristobal on the S. S. *Heredia* November 18 from Havana. They will remain on the Isthmus combining business with pleasure, and will sail from Cristobal to Port Limon on the *Pastores* December 15. These gentlemen are enthusiastic in their praise of the courtesies received while guests of the UNITED FRUIT COMPANY.

Mr. Carlos Lopez, ex-Secretary of Justice in the Cabinet of President Chiari of the Republic of Panama, sailed for New York on the S. S. *Pastores* November 18. Mr. Lopez is a delegate to the Arbitration Conference to be held at Washington, D. C., in December, 1928.

Mr. Paul West, Manager of Cristobal Division, arrived from Kingston, Jamaica, on the *Zacapa* November 21. Mr. West, who spent two weeks abroad, sailed from England on the S. S. *Carare*, transferring to the *Zacapa* at Kingston.

Recruits in embryo for the Engineering Department of the UNITED FRUIT COMPANY were noted in the office of the Cristobal Division one evening last week. Messrs. Hewett, Raymond, Einerman, Robertson, and Daly, each armed with rulers of varied sizes, were busily engaged in measuring the floor space of the Freight Department. The contagion spread to the Passenger and Accounting Departments and Messrs. Frank Cain and John McClure each grabbed a yard stick. Space was what they were seeking. But why should any human atom be interested in searching for space when the inconceivable distances beyond specific gravity are wide open! Unfortunately it is not possible to carry some of the unused chunk of standing room between the planets and set it into the office at Cristobal, hence the necessity for measuring the floor.

At the time the Cristobal office was built the old-timers of the Company could not conceive how all the floor space could be utilized. Lonesome desks prevailed. But now one has to be endowed with a keen sense of direction and the physical attributes of a contortionist to move between the desks in the Cristobal office. One often wishes for the natural endowments of the anthropologic residents of the jungle whereby he could hang from the chandelier and dictate letters or do typing.

After many headaches, several fights and a lot of labor, the desks were placed in a position whereby room for something where nothing could be placed before, was obtained. And so it goes. The office will not hold any more—but when another employee shows up, some small section will be found for him, or her, from which to dispense sweetness among the crowd.

Tony Daly was observed last week seated at his desk. We believe the cause for this was that he had to lay over in Cristobal between ships.

Recently a traveler of the UNITED FRUIT COMPANY was passing through Cristobal. In the course of his visits to the office, he became acquainted with Mrs. Wood, Secretary to the Assistant Manager. While carrying on a conversation with this young lady, Mr. Cain of the Passenger Department happened around, which caused the remark that there was considerable Wood in Cristobal Division.

Old Man Simons of the Freight Department was on his way to the offices of the Banana Department situated at the back of the General Office, Cristobal. Passing Phil Hamilton, seated in his freshly painted Dodge car, Simons remarked, "New car, old top?" To which Hamilton replied, "Same old top."

Banes

The Prestonites Migrate to Banes

NOVEMBER 18 was the big day of the year for the members of the Preston and Banes Divisions. On that date the last and deciding ball game was played for the championship of Cuba, at least in so far as the UNITED FRUIT COMPANY was concerned.

Plans for the event were made the day after we returned from our invasion of Preston two weeks previously, so that when the big day rolled around, "Pop" Diebold and his committee of willing workers had all arrangements complete. The program started when the welcoming committee met the Prestonites at 9:30 A. M., at the boundary line of the two Divisions, where they were presented with copies of the *Banes*

Astonisher. This publication, fresh from the press, contained a line-up of the doings for the day. On arrival at the *Trafico,* a fast trip in private cars was made to the American Club, where a general get-together party was enjoyed. A hearty luncheon was served at noon, after which the joyous multitude adjourned with eager anticipation to the ball park. It was here that the members of the two Divisions saw why our boys can be considered champions of the island.

We would like to report the game, play by play, if space permitted, but we must limit ourselves to saying that although things looked rather bad for Preston during the first innings, its team surprised us by adding six to their score during the eighth inning, so that when the game finished, the score read 12-9, Banes leading.

Then followed an exciting polo game between the "Campo" and "Banes" players, which was cut short, unfortunately, by approaching darkness. At the close, the Banes team had seven points against "Campo's" three.

The crowd next found its way to the Club where, under the able direction of Mrs. Mitchell, Mrs. Diebold, Mrs. Reagan and their committee, a variety of appetizing food was arranged. Liquid refreshments were taken care of by C. J. Austin, who was well assisted by "Tiny" Anderson. Dancing proved to be as popular as ever, and as the ranks of the fair sex had recently been increased by new arrivals at both Preston and Banes, there were plenty of partners to go around. Music for the entertainment was furnished by Dave Hull and his melody recording machine.

About eight o'clock the tired but happy visitors were escorted back to the *Trafico* and started on that long, long journey to Preston.

Two, four, six, eight, whom do we appreciate?—our new *señoritas americanas,* "Shorty" Walsh, "Six-o'clock" O'Hare, "Harry" Williams, and "Sam" Malia, five feet two, four, six and eight, respectively.

Banes has long had its "Big Bull Pen" and "Little Bull Pen", and now it has its "Chicken Coop". One individual wanted to call it the "Hen Coop," but some kind-hearted person was good enough to modify it. We have already reported the arrival of the Misses O'Hare and Malia. The two latest acquisitions to our force are Miss Harriet Williams, stenographer, transferred from Preston, and Miss Lillian Walsh, comptometer operator, transferred from the General Office. We thought "Shorty" was running on high now, but she says she will show us some real speed when her machine arrives, so watch your step, boys.

W. J. Kropatsch, who hails from the prairies of Nebraska, is already busily engaged as Timekeeper in the Agricultural Machine Shop. He comes from Osceola, the home town of our famous "Tiny" Anderson.

Percy T. Hambrick and George Harris are new representatives from the "Sunny Southland," the former from Mississippi and the latter from Georgia. Both are new Timekeepers.

David B. Greene, new Timekeeper from scenic Colorado, has already shown that he knows a few things about horses and baseball. He will be a welcome addition to the Banes Nine.

The new additions to the Transportation Department are W. F. Thompson, recently transferred from Barrios, as Shop Foreman; and Carl H. Mattson, Gasoline Engine Mechanic.

Preston

The Troubles of a Merchandise Superintendent

A MERCHANDISE Superintendent is supposed to be a very learned man. According to the conceptions of most people he combines the wisdom of Solomon with the endurance of Paavo Nurmi; and he must, perforce, have these qualifications if he is to remain serene in the midst of the innumerable questions asked him. To illustrate our point we will give you some concrete examples, though the vast majority of our complaints are abstract.

We have learned from experience to be surprised at nothing. We confess, though, we were a bit startled when a voice asked over the telephone the other day what the rainfall was for the week. We always endeavor to give good service and answer any reasonable or unreasonable questions—but this one was a poser. Only last week a lady called and asked where she could get some sand for the baby. We immediately sent down to the seashore for it, and the babies, God bless 'em, can now get their ultra-violet rays daily. The customer requested an invoice for the sand, and we sent her a little note: "No charge, madam. Our watchword is service." We believe that this indicates the sterling qualities of the Merchandise Department—courtesy and service.

We carry everything from toothpicks to a

Delco Lighting Plant. Once in a great while we may be out of some unimportant article. One customer requested caraway seeds. We had none. Her remarks were to the point. "What a country! Rotten service! Inefficient Department! Too many *'no hays'*." We admitted she was right. The customer is *always* right.

One customer claimed he was being short-weighed on ice. One morning we had a complaint that he had received only twenty pounds instead of forty. The Superintendent himself immediately repaired to the scene, and discovered that the gentleman's Chinese cook had weighed the ice on a scale whose limit was twenty pounds. The scale read twenty pounds. Didn't it logically follow that he received only twenty pounds? We have had no more complaints about the ice, but we have made a mental note to buy nothing from Chinese merchants in large quantities.

We were once asked by a lady how much paint it would take to paint her bathroom. Upon asking the size of the room we discovered that she had forgotten to measure it. We sent her a gallon. Since we heard nothing further, we presume it was enough.

I have heard a lie defined as a falsehood told to injure someone. Our falsehoods are for the purpose of calming the fears of our customers. We were once asked if there were mice in the bakery. We keep hawks there to kill the mice when they come out at night. Of course, this is not generally known, but one customer waxed indignant upon finding feathers in the bread. He claimed we were trying to give him short weight by this means.

And yet some people have the nerve to call the Merchandise Superintendent a procrastinator!

We have an idea that when he arrives at the Pearly Gates he will not request a harp of Saint Peter. All he will want will be a room without a telephone. His millennium would be a whole town without telephones.

—*Omar Kiyi.*

DESPITE the downpour on Thanksgiving day, town and country caught the holiday spirit and joined in the merriment and festivity promptly at 8:30 P. M., at the Hotel Preston. Although it was a dancing party, Mr. MacDevitt, of course, did not overlook the question of food, but served a dinner to satisfy the most exacting appetite. The Guaro Orchestra, with its usual excellence, furnished the music for dancing. The dining hall was prettily decorated with tropical flowers and palmettos. A revolving ball of mirrors in the center of the hall, on which spot-lights were thrown, supplied very good lighting effects. There was a lot of pep and snap to the party, largely through the efforts of our Hotel Steward, Mr. MacDevitt. He has proved very convincingly that he can give a good party, and even though he protests because of the labor involved, he will not be able to avoid the responsibility of another party next Thanksgiving, if not sooner, but then surely, for the Hotel Preston dinner dance, unprecedented until 1927, has been a huge success in 1928, and will be a matter of tradition in 1929.

On Sunday, November 3, the tennis experts from the "Campo" were invited by the Preston UNIFRUITCO Club to come to Preston and try conclusions with the Preston players. The team from the Campo was made up of Messrs. R. N. Smith, Hugh Bell, Jim Gispert, and Marden Seavey. The Prestonites were Quinquin Dominguez, of the Marine Department, E. A. Suarez, our popular paymaster, Dr. "Nobody-home" Ortiz, and Nick Mumford.

Five matches were played, three singles and two doubles, all of which developed fast and interesting tennis. For that one day Preston was invincible. The scores were:

Dr. Ortiz defeated Gispert 6—2, 2—6, 6—3.

Mumford defeated Bell 6—4, 4—6, 6—4.

Dominguez defeated Seavey 8—6, 6—3.

Dr. Ortiz and Suarez defeated Bell and Smith 6—3, 8—6.

Dominguez and Mumford defeated Gispert and Seavey 6—4, 6—2.

At the close of the matches, a buffet supper was served to the spectators and players at the court, after which, through the kindness of the Guaro Orchestra, composed of Messrs. Opperman, Jacoby, Sparks, and Seipel, all adjourned to the American Club and danced until the time came when the Campoites had to tear themselves away, ending a very pleasant afternoon and evening.

New Arrivals: Mr. Ralph Pontius, of Ohio, and Mr. Paul A. Cossmann, of Nova Scotia, arrived on the S. S. *La Playa*, and have taken up their duties as Timekeepers on Biran and Corua Farms, respectively.

ENGINEERING DEPARTMENT LIMERICKS

The Chief of the gang has the name of John E.,
A toro he is when he drives from the tee;
And when he drives hard
We stand on our guard,
For the pill never goes where we see.

Old King Cole has a heart of pure gold,
Or at any rate so I've been told;
So he drew a cartoon
Of the man in the moon,
And to UNIFRUITCO it was sold.

There is a surveyor named Haff,
Who resembles somewhat a giraffe;
So he went to a dance
In some elegant pants
Which he drew with his old pantograph.

Mr. Reginald Mason Hayden
With his duties was heavily laden;
So on Form 49
He wrote "Will you be mine?"
"I'll consider it," answered his maiden.

There is a young man named Alfonse,
On his plug he occasionally jaunts;
You will know this fine lad
For he always looks glad,
Unless he is mad by a chawnce.

And then there is Bascomb DuBose,
To know him you needn't look close;
He appears rather wild
But he's really quite mild,
And he's heavy and big *por Dios.*

And then there's that fella named Pollard
Who had an idea he was scholared
Till he asked for more pay
And when they said nay
He hooted and jumped and he hollared.

And the man that we all call Chip
Just returned from his northerly trip;
He looks awfully thin
Though he tries hard to grin
But he'll change with effects of a nip.

And still there is old Charlie French
Who monkeys around with a wrench;
He cusses and jaws
Till the stove finally draws
As he tires himself out on a bench.

Tela

La Tercera Reunion de Carreras de la Tela Racing Association

11 de noviembre de 1928

THE third successful meet of the Tela Racing Association was held on November 11, at the Airplane Field Race Course. The first race started promptly at 1 P. M., and the others followed on scheduled time with intervals between the races to allow everyone to place bets on his favorite horse, through the pari mutuel betting machine. Special trains brought large enthusiastic crowds from La Ceiba, San Pedro Sula, Progreso, Guaymas and all intermediate stations on the eastern and western divisions of the Tela Railroad lines. Both grand-stands were filled to capacity and the total attendance was estimated at more than 3,000.

Nearly four thousand sweepstakes tickets were sold, prizes for which were awarded as follows: Winning horse in fifth race (Honduran Sweepstakes), $400; second, $50; third, $25; and all other horses that ran in that race, $10.

The following executives were in charge and are to be congratulated on the efficiency of their organization which made possible the success of the meet: Judges: Mr. E. F. Speh, Lic. Luis Blanco, Dr. Arturo Zelaya Z. Patrol Judges: Mr. C. C. Watson, Mr. O. J. Schoffield. Officers: President, Dr. R. B. Nutter; Secretary, Mr. P. M. Goodbody; Treasurer, Mr. A. W. Graves. Track Officials: Presiding Steward, Mr. E. M. Cobb; Paddock Steward, Mr. H. H. Hutchings; Assistant Paddock Steward, Mr. W. L. Taillon; Track Steward, Mr. H. F. Sharp; Recording Steward, Mr. W. Wright; Physician, Dr. A. Moure; Veterinarian, Dr. R. G. MacIntosh; Starter, Mr. P. O'Grady; Assistant Starter, Mr. Currie. With the assistance of Mr. F. D. Bradley and his able helper, Don Humberto Marchesini, perfect order was maintained throughout the afternoon.

"Aeroplane", the winner of the International Derby (sixth race). A great spectacle, hard to beat on any track

The Tela Racing Association was organized in the early part of this year by the employees of the Tela Railroad Company and now has 160 members. The proceeds of each race have been used to pay for the construction of the grand-stands, betting booths, paddocks, refreshment booth, other small buildings and improvements of the race course, which without a doubt is the best in the whole of Honduras. Recently, two new pari mutuel betting machines were purchased and put into operation in the last race, through which about four thousand tickets were sold. The success of this Association is due entirely to the enthusiastic attendance at the races by the people of the north coast and the support of its members.

Since the organization of the Association, many new horses have been imported and after the successful outcome of the last race there will be many more brought to Honduras to contest for the prizes in the next meet which will be held some time during the month of January. Horses from Jamaica, Havana and Mexico were entered in the last race, and Aeroplane, recently brought over from the Havana course and now owned by E. M. Cobb, took the first prize of $500. in the International Derby, with Dr. Nutter's Ice Box from Jamaica a close second.

Below is an account of the International Derby (sixth race) as given by Mr. F. J. G. Robinson:

"The sixth race was a humdinger to say the least. Not only was the race worth entering on account of the $500. prize, but the mystery horses had everyone on tenterhooks, both owners and backers. With five entries, Guncoat, Ice Box, No Name, Lady Mark, and Aeroplane, all horses worthy of their mettle, anything could have happened. Aeroplane seemed a certainty, but with Ice Box built as sturdily as his name, Lady Mark with her past performances, No Name a mystery, and Guncoat a reliable entry—well, it was a case of place your money and take your choice. The race started amid enthusiastic excitement, everyone standing up and straining his neck to catch a glimpse of the first horse to take the lead. It was soon apparent that Aeroplane did not belie his looks, nor Ice Box his build. The others struggled valiantly, especially Lady Mark, but it was soon obvious that the race was Aeroplane's with Ice Box running a close second, and so it finished. A great race hard to beat on any track."

A comprehensive write-up of the race meet by Ruben Bermudez was published in north coast local papers—*El Nacional,* San Pedro Sula, *El Marino,* Puerto Cortes, *Pro Patria,* La Ceiba, *Diario Del Norte,* La Ceiba.

EXCERPTS FROM TELA DAILY NEWS BULLETIN

Baseball: Our boys again took into camp another of Uncle Sam's gunboats, the U. S. S. *Cleveland*. Tela was victorious on the ball field 6 to 5. It was a hard struggle and a well-earned victory for Finnigan who had to pull himself out of several bad holes due to loose playing on the part of some of his mates. Robert caught a good game. The all-round playing of McMullen featured. Painter and Warren got two hits each. Captain Cram was on hand but satisfied himself with a day's work by coaching on the 3rd base line. Tela made 7 hits; the *Cleveland* made 5 hits.

This is the 24th victory out of 27 games played since the present team was organized in the early part of 1926.

Masquerade Dance: The masquerade dance held in the Mess Hall in honor of the officers of the U. S. S. *Cleveland,* and also to celebrate Hallowe'en, was a highly successful affair; some clever costumes were worn, the majority of the dancers being masked and in costume. The orchestra of the *Cleveland* played lively and up-to-date music.

S. S. Iriona: Returned from vacation: Mr. T. J. Stack, Transportation Department; Mr. and Mrs. Wood, Agricultural Department. New employees arrived: Mr. W. C. Wilkinson, Timekeeper; Mr. F. H. Warner, Draftsman; Mrs. S. M. Shearer (wife of Mr. S. M. Shearer, Guaymas District) for the Accounting Department.

S. S. Reventazon: Mr. W. Currie returned from vacation on the *Reventazon* from England. Mr. J. X. Welsko, Soil Chemist, sailed on this boat for Castilla.

Dinner Dance: A highly successful dinner dance was held in the Mess Hall on the night of November 4 from 8 P. M. to 10.30 P. M. An excellent menu was served and during the courses the Tela Jazz Marimba played lively music which was danced to with zest . . . . The Dining Hall was tastefully decorated for the occasion . . . . These dances are to be held periodically on Sunday nights. Those who are interested but were unable to attend the first dance should communicate with Mrs. R. E. Moore who originated the dance. All suggestions will be welcome. Members of the committee are Mrs. R. H. Goodell and Mrs. R. E. Moore. Everyone who attended the dinner dance is enthusiastic about the success of the first attempt. Some 70 people were present.

S. S. Tela: Dr. G. Izaguirre sailed for New York on the S. S. *Tela.* Mr. J. O. Roth, new Land Work Overseer, Guaymas District, also sailed on the *Tela* for New York on vacation.

Hospital: A baby boy was born at Tela Hospital on November 5, the proud parents being Mr. and Mrs. N. J. Volk. He turned the scales at eight and one-half pounds.

Farms: Mr. Paul Otter, Division Inspector, has gone to Guaymas District as Assistant District Superintendent. Congratulations.

S. S. Abangarez: Sailed on the *Abangarez*: Mr. A. Jackson, Soil Chemist, returning to Cuban Divisions; Mr. W. W. Anderson, Overseer Progreso District, and Mr. J. E. Thompson, Overseer Guaymas District, to attend a Fruit Dispatch conference; Mr. A. R. Kieffer, Lancetilla Experiment Station, to Barrios, then on to Jamaica, visiting the Company's quarters there and proceeding then on vacation; Mr. Spurlin, Dragline Operator; Mrs. and Miss

Cottone; and the two children of Mr. Heyl, of the Colombia Division.

Visitor: Mr. James, Overseer from the Guatemala Division, is on a visit to Tela.

Puerto Arturo: One of the old Holstein cows at Puerto Arturo has given birth to twin calves, both of which are living and are doing well.

Armistice Dinner: An Armistice Day dinner was given in the Mess Hall on November 10 by overseas veterans of the World War. Old marching songs were sung and many anecdotes were related during the dinner. Apologies are extended to any overseas men who inadvertently were not notified. Those who attended the dinner were Dr. W. Popenoe, Messrs. E. M. Cobb, D. H. Crichton, H. E. Caunter, C. C. Cook, F. J. G. Robinson, C. C. Watson, Scotty Melville, M. D. Dowse, E. F. Speh, W. L. Emery, W. Pruitt, R. D. MacIntosh, S. Keen, J. Baker, J. W. Currie, and Dr. Analdine from San Pedro. An attractive menu was devised headed by the following quotation from Lawrence Binyon:

"They went with songs to the battle, they were young,
Straight of limb, true of eye, steady and aglow.
They were staunch to the end against odds uncounted,
They fell with their faces to the foe.
They shall grow not old, as we that are left grow old;
Age shall not weary them, nor the years condemn.
At the going down of the sun and in the morning
We will remember them."

Hospital: Mrs. J. G. Beasley presented "J. G." with a handsome bouncing baby boy on the morning of November 13 at Tela Hospital. Congratulations.

S. S. Manistee: Mr. M. O. Marchetti, Overseer Guaymas District, returned from vacation on the *Manistee*.

S. S. Iriona: Returned on the *Iriona*: Mr. W. L. Cambre, Superintendent Ulua District; Mr. H. Bailey, Machine Shop Office; Mr. R. E. Roberts, Mechanical Department, and Mrs. and Miss Hazel Roberts. Mr. R. Stenhouse, new employee for the Mechanical Department, was another arrival.

Sailed on the *Iriona* for Barrios: Mr. W. C. Hutchinson, American Consul at Barrios; and Mr. W. H. James, Overseer Guatemala Division, after a visit to Tela.

Nuptials: The religious ceremony for the marriage of Miss Myrtle Slyfield and Mr. H. H. Hutchings was performed in the Masonic Club on Tuesday night, November 20, by the Reverend Auler from San Pedro. As the bride entered the Club Room accompanied by Mrs. R. H. Davis, Miss Sue Weaver, Mr. E. M. Cobb, and Mr. R. H. Davis, the wedding march was played by Mr. M. D. Lothrop (at the piano) and Mr. Nelson (violin).

Before the marital knot was tied the Reverend Auler gave a brief address, and concluded the ceremony with a prayer. The whole affair was most impressive.

The bride and bridegroom were the recipients of many congratulations and wishes for their happiness and a toast was offered with champagne. There was then a rush to kiss the bride. Mr. E. M. Cobb, who acted as best man, was first; followed "Jefe" Davis, brother-in-law of the bride; then the general rush! The bridegroom did not escape either—the ladies were there. Dancing then took place, the Club orthophonic furnishing the music, and later "Mike" Lothrop gave us some of his old-time jazz playing. It was not the guests' fault that he stopped eventually.

Many presents were given by the Tela people, and the farm boys at Guaymas gave a check for $120., and Progreso and Ulua Districts $250.

Everybody left for the wharf to see the happy pair leave on their honeymoon aboard the *Carrillo* en route to Kingston, and the Cayman Islands, of which Mr. Hutchings' father is Governor.

Note: There is still some argument as to the first man to kiss the bride. Bill Mais contends that he was. It was finally decided that Ed Cobb and Bill would play whiskey poker for the decision.

Orchestra: Of the names submitted for the new Tela Orchestra, we have selected "Troubadours" as the most appropriate and our orchestra will be known by this name henceforth.

The name was suggested by Mr. R. M. Beasley of the Manager's Office who has very generously refused the prize offered.

The Committee wishes to thank all those who submitted suggestions and if space permitted we should like to print the names turned in as there were some very clever ideas offered.

First practice has been held and we feel safe in announcing that the "Tela Troubadours" will be ready to broadcast by Christmas.

Tela Racing Association: The following letter has been received, addressed to the Editor of Tela News:

Dear Sir:

On behalf of the Tela Racing Association we wish to express gratitude and appreciation for the splendid cooperation which resulted in the very successful meeting of November 11.

We are particularly indebted to Mrs. Wilson Popenoe, who prepared the beautiful floral trophy for the winner of the

Honduras Sweepstakes, to Mr. F. D. Bradley for publicity, policing and arrangement of transportation, to Mr. R. E. Moore, Director of Finance, to Mr. E. M. Cobb for the excellent organization of track and paddock officials, and to the judges and starters for the efficient and satisfactory performance of their duties.

Very truly yours,
R. B. NUTTER, President
P. M. GOODBODY, Secretary
A. W. GRAVES, Treasurer

Dance: A dance was held in the Masonic Club on November 17 in honor of Miss Myrtle Slyfield, who was married the following Tuesday to Mr. Hutchings. It was one of the best dances ever held, and the Marimba Orchestra augmented by a saxophone player rendered lively music. Before the dance Mrs. Goodell gave a tea party for Miss Slyfield. The party was well attended, so well in fact, that not a single lady was out playing golf. The party was one of the chief topics of conversation at the dance.

S. S. Carrillo: Arrivals on the *Carrillo* were: Mr. and Mrs. R. H. Davis, who came for the wedding of Miss Slyfield and Mr. Hutchings; Mrs. M. Smith, whose son, Mr. Frank Smith, is Overseer of Farms 13 and 14 (Mrs. Smith intends to make her home with her son); Mr. E. R. Patterson, new employee for the Farms; Mr. A. Keys, who has had wide experience in Kew Gardens, England, the West Indies, and also with the United States Government Department of Agriculture in Florida, and is now Horticulturist at Lancetilla Experiment Station.

Costa Rica

New Arrivals:

Walter Spencer, cable clerk, Manager's Office.

Earl Ohmes, John Maurer, John H. Smith and Hilton Richardson, timekeepers, Agricultural Department.

Donald H. Tucker, overseer, Agricultural Department.

Samuel A. Sweatt, stenographer, Agricultural Department.

Frank Daxberger, stenographer, M & S Department.

Mary C. Walsh, matron, Hospital.

Visitors:

Mr. and Mrs. Emmet Adams and Mr. Ernest Deems arrived on the S. S. *Ulua* October 25 and left immediately for Bocas on the launch *Rio Indio*.

Mr. Patrick Cunningham, Traveling Steward, came in on the *La Perla* October 27 and sailed on the *Ulua* the same day.

Mr. Elmer LeBlanc, Storekeeper at Almirante, came over to visit us for a day. We understand he required two flash-light batteries.

Mr. Carl Nelson, of Preston Division, is with us for a short vacation.

Mr. L. A. MacLeod, Traveling Auditor, and his assistants, Messrs. Allen, Forest and Nelson, left us for parts unknown on November 11. A very fitting day for their departure, as the sighs of relief and prayers of thankfulness were likened to those of ten years ago.

Returned Prodigals:

Mr. and Mrs. Alfred Faulkner and children on the S. S. *Cavina* October 25.

Mr. Roswell Baker on the *Calamares* November 8.

Mrs. Anita Gerchow on the *Pastores* October 18.

Mr. W. H. Boschen, our "Bill", from a tour of the tropics, on the *Limon* November 10.

Miss Lillian Smith, who began her career in the tropics in Limon and later deserted us for the Cuban Divisions, is back with us again. She says she is delighted to get back because she likes Limon so well, but she doesn't fool us any; she came back because she was in two snow-storms while on her vacation and she felt the cold so intensely she couldn't get away from the fireplace.

Mr. Carl Krauth, who was with us a long time ago, has "come home" again. He decided, after traveling around the tropics for a few years, that Limon is not a bad place to live in.

"I'd like to see the captain," said the sweet young thing to the chief officer.

"He's forward," the mate replied.

"Oh, I don't mind that," sweetly; "I've been out with movie men."—*Brooklyn Eagle*.

The foregoing is submitted for the fresh breaks report for January.

She—Is it dangerous to drive with one hand?

He—You bet. More than one fellow has run into a church doing it.—*Cornell Widow*.

The City man lowered himself into a chair and called for a shave. The barber was of a swarthy complexion, which indicated that he might be of quick-tempered Balkan blood.

As he stropped his razor he opened the conversation with:—

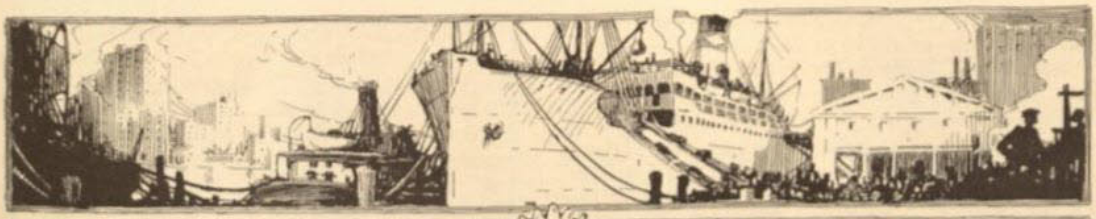
"What's your opinion of this boycotting of the Serbs in Jugo-Slavia?"

"Same as yours," said the City man.

"But how do you know what mine is?"

"It doesn't matter. You've got the razor."
Banana Budget.

1929
Greetings
1928
Childs
REVERE SUGAR



DOMESTIC DIVISIONS

Boston

THE evening of November 27 was especially prominent on the monthly social calendar for the UNIFRUITCO Club members, the second dance of the season being held on this date at Repertory Hall. This dance outshone the first in decorative features, pep and variety. In short, it was a "wow".

A new orchestra graced the occasion and peddled the hoppiest music heard in old Repertory for many a hop. It was actually torrid. The boys tootin' the horns confided to the committee that while on the job asbestos underwear was a necessary item of their equipment to keep their "tuxs" from scorching. So there you have the brand of music the "Varsitonians" put out.

Hidden talent was revealed when some of our modest boys stepped out on the floor, for they certainly could drag a mean leg. Ask the girls!

Ralph Emerson, former ballet master by special appointment to the select Barrios Club, certainly pilots a brutal ballroom, and when he led the girls through the Guatemal Glide and then trumped it with the Quirigua Crawl he was the most sought-after young man of the evening.

Between dances a galaxy of stars representing our own home talent entertained us royally. The first of this group was Fred Caddick, who sang "Sonny Boy" and "Lilac Time". We've seen vaudeville entertainers try to imitate Al Jolson and fall flatter than a bride's first cake, but Fred certainly put it over big. All the pathos, gestures, sobs, and heaves typical of Jolson were done to perfection.

The rest of our super-stars, in the order of their appearance, were as follows:

Messrs. MacDonald and Hughes, of the Revere Sugar Refinery, gave a splendid banjo duet, consisting of several pieces.

Mr. Dominic Deneen, of Long Wharf, exhibited his skill at legerdemain with a full quota of magician's "properties". The only trick we would have liked to catch was the one in which the alarm clock disappeared so neatly, because something should be done about that raucous disturber in the morning.

Mr. Bartlett of the General Office sang "Neapolitan Nights" and "Lonesome Road". He did a good job on both of them.

Refreshments were served after the entertainment and the girls forgot their diets and dove in with a vim. The boys did not have to forget diets but a lot forgot their napkins and you know that ice cream will not match a blue suit. Nevertheless, everything the boys ate looked well on them.

A very special word of praise is due the committee on decorations. The walls were decorated with strips and streamers of colored paper, and toy balloons. Old Glory was prominently displayed, and the Company flags occupied appropriate positions. The whole color scheme was harmonious and pleasing.

At midnight the crowd thinned out, but plenty remained to keep the music from going to waste, and when the strains of the last waltz slowly faded, leaving a strange quiet, another one of the UNIFRUITCO Club's great dances became a pleasant memory.

"Just Another Day"

(As applied to the Accounting Department)

"OUT of the Dawn" we try to arrive at our desks by nine o'clock and most of us manage to.

"Just like a Melody Out of the Sky" comes "Sunny Boy" Meehan's request to do this report immediately and "Sunshine" Stewart adds an echo for work to be done at once. It's a case of "Don't Be Like That" if the poor little stenog objects to being so rushed. She fondly believes that "Some Day—Somewhere" there's a "Blue Heaven" where stenogs can do as they please and take their time. And they foolishly hope that there will "Dawn" a day when the reply will be "Anything You Say".

"Hallelujah!", the reports are typed and the stenogs are "Sitting on Top of the World" when "Just Imagine!" the "Roses of Yesterday" are returned for a few "Changes". The hektograph must be erased giving a beautiful "Mississippi Mud" effect; but, then, "There's a Rain-

bow Round Our Shoulders" when they finally ascend to the printerie of Bob Kirk. But even when "The Closing is Over the Reports Linger On" and you still have to "Strut Yo' Stuff".

In another corner of our "Four Walls" we find Al MacLennan telling the world "Henry's Made a Lady Out of Lizzie" and there's nothing like his new Ford when one lives "Ten Little Miles from Town". Bill Nolet furnishes this little nook with special entertainment now and then from his "Memories of France". One cannot deny his talent in helping the day along.

Gracing another part of our Department is Esther Cattermole who will be singing "California, Here I Come" in the spring. Anyway, Esther, we are mighty glad to have you with us this short time.

Scattered in various sections of our workroom are the comptometer operators. These are all fairly new but have proved so efficient that Mr. Kuebler thinks to himself about each one of them, "I Can't Do Without You".

It is 4:30 P. M. and as things slacken there's "More Chatter" around the place for in another week and a half we're going places and "Doing Things" 'cause our Christmas Dance is coming off then and everyone wants to know if everyone else is going. We're sure "There'll Never Be Another" just like this party.

Finally the "Blue Shadows" steal around our office and as it is 5:00 o'clock, we all make a dash to "Get Out and Get Under the Moon".

Accounting Department

"BILL" Douglas, Chief Clerk of our Havana Division, is spending his vacation hereabouts and appears frequently in the General Office. We wonder if the late trip north means a hankering to see a bit of snow and real, old New England winter. If so, we are very sorry that we are unable to "fill the bill".

Florence Sybil Mayhew made her appearance in Fred's family on Armistice Day, November 11. Fred is one of the quietest of our "gang" and it is not surprising, therefore, that his new daughter should be a "peace" baby. Reports have been received that "all is well" with the happy family. We congratulate them and hope it will always be so.

When someone puts one over on Freda Tarbox it is going some, but on Monday, November 19, the girls of the Accounting Department held a miscellaneous shower in the Girls' Rest Room for Freda, who is our next bride-to-be, and completely surprised her. In fact, our unsuspecting victim obediently walked right in, and, even when confronted with a table full of pink-tissue-wrapped packages, she had to be enlightened regarding the fact that the party was for her. She was permitted to unwrap the packages (although our ice cream was fast reaching the soupy stage). The contents of some of the bundles was unmistakable for how is one to disguise the handle of a frying pan, for instance? After the gifts had been passed from one to another and all had seen the linens, the aluminum, the breakfast set, etc., refreshments were served.

JOE PFEIFFER AND CLAUDE LORIA
DOING THE HOTFOOT FOR THE 5:05 IN FULL HOLIDAY ATTIRE

Another atmospheric shock charged through the office just before November 24. "Still waters" certainly keep their secrets well and we were amazed to find Eddie Mudge had put over a wedding on us on the above mentioned date. If anyone can compete with Eddie for calmness —please let us know. Our friend worked—actually worked—the morning of the "great event" and visited the dentist that same afternoon. No doubt the wedding ceremony went through quite as serenely as all preceding events of the day! Our sincerest felicitations to the happy couple.

Don Jones, erstwhile globe-trotter and traveler, has hung up his walking shoes, folded his tropical togs, turned in his Annual Pass and found a choice seat within our own "four walls". Next to the folks at home, there are none gladder to see Don back than his old G. O. friends.

As the office sage remarked, "It's not the number of days before Christmas, but the number of pay days."

Mr. R. E. Meyer, Division Accountant at Baltimore, roamed up from our Maryland office to spend a few days with us. The old refrain "we're glad to see you" certainly holds good for our southern colleague.

The G. O. had a feather in its cap last week; in fact, several feathers. Mr. Peacock, Mr. Prince and Mr. Thompson, all of Elders & Fyffes, Ltd., dropped in to see us. The jovial

personalities of these friends brightened our day considerably. They wished to know if they looked like Englishmen. Well, the spats certainly helped to verify our previous conception and the effervescence of humor completed the picture. We were mighty glad to greet our friends from abroad and hope they will come again soon.

Mrs. Joseph Pfeiffer, wife of our genial friend "Joe", has been sick for some time. We all extend our sympathy and best wishes for her complete and speedy recovery.

Research Department

THE Bureau of Statistics of the Research Department has just issued its preliminary report for the year ending December 31, 1928. This report, comprising 37.6 kilometers of correlation curves, shows:

It was a poor year for champion flagpole sitters, who could get no cooperation from Captain Dunning.

There are three chemists and thirteen laborers at Tropic Foods.

Dr. Wolfson counted 45,000 stomates, and if all these stomates were placed end to end they would be as long as a hat pin (Note: A hat-pin is a weapon carried by ladies about twenty years ago. It was also used to fasten a hat to the hair that women possessed at that time).

Carroll Greene watched the respiration of nearly seven thousand bananas. This is a little better than Dr. Crawford does on his patients at Long Wharf.

Joe Pittelli said "No, lissen now"—on an average of one hundred and sixty times a day at Tropic Foods.

Fred Dale used up twenty pounds of solder and blew out three hundred and sixty-five fuses fixing motors at Tropic Foods.

George Poland signed seven hundred and three requisitions. If he possessed all the money these requisitions represented it would enable him to buy two B batteries and a radio to go with the A battery he already has.

Mr. Plaisted examined nearly ten thousand reports. If all were piled one upon the other they would topple over, unless braced against the Custom House tower. The words contained in them, written in a single line, would extend from Boston to Santa Marta, Colombia, and back as far as Charleston, S. C.

Bill Carter held forth at Tropic Foods on an average of six hours every day. This amount of heated atmosphere, if it could be utilized, would be sufficient to heat the Hotel Statler for five years, or run the Twentieth Century Limited from Boston to Chicago and back again sixteen times.

Ten Monroe Calculators consumed thirty gallons of oil and burned out three bearings compiling these data.

TO "PAT"

(Who wishes that her perfect hair were brown)

I'd love to roam in early Autumn, far away from town,
When on the distant hillsides maple leaves are turning brown.
Then turning 'round, I'd gaze a while down to the valley where
From brown brick chimneys plumes of smoke are rising in the air.
Along the road by which I'd stand, come jingling down the hill
A wagon load of bright brown apples for the cider-mill.

I'd love to lean against a tree 'til as the sun goes down
The arch of Heav'n is glorified in brilliant shades of brown;
And then I'd like to wander home and by the fire's brown glow
I'd write a friendly letter to a little girl I know.
Perhaps I'd still be thinking until the fire's most dead
Of eyes of sparkling heav'nly blue and hair of glorious BROWN.

Research Laboratory

THE Research Department and Tropic Foods were well represented at the recent party held by the UNIFRUITCO Club at Repertory Hall. Carroll Greene was the official fixer and Cupids' own little ambassador. If any fair damsel or young man was lonesome during the party it surely was not Carroll's fault, for he was everywhere at the same time introducing couples.

Robert Bartlett, who rates a desk in the Research Department at Federal Street, rendered two very pleasing numbers when he lifted up his voice in song. The boys in the Laboratories and Tropic Foods have for some time been aware of Bartlett's ability to sing—and everyone else knows it now.

Fred Caddick, "The Singing Fireman" of Tropic Foods, sang "Sonny Boy" and "Jeannine, I Dream of Lilac Time". Fred went over big, but perhaps we had better not encourage him too much or we will have to get someone else to look after the heating apparatus at Tropic Foods. It seems that Fred's biography has never been published in these columns. Unfortunately a complete account of his life to date (and he is still very young) cannot be given here for it would fill a good sized volume crammed with the most harrowing details.

No one knows that Fred was born in Old'am, England, until he starts to talk. Fred was with the First Kings' Own Scottish Borderers, serving five years and seeing the World War from start to finish. He was a member of the ill-fated Dardanelles expedition and was wounded dur-

ing the siege. He was in the thickest of the awful mess in Palestine at Jaffa and Jerusalem. After cleaning up the Turks there he went to France and slam-banged around Ypres and Etaples (pronounced "eat apples" in Anglicized French), after which he looked for more excitement in the Battle of the Somme, getting wounded twice and gassed for his pains.

Fred is very ambitious; he is married and has three children—and a radio. He hopes some day to be able to use his vocal ability more extensively than he does now.

We were flabbergasted to learn that Bill Cummings, who was with us last summer, has plunged, feet, ears and head (in the order named) into the turbid sea of matrimony. On November 10, 1928 A. D. (note: A. D. means "after dinner") he was married at La Porte, Ind., to a young lady by the name of Armstrong. We do not know Miss Armstrong, but if she is the same young lady whose picture reposed on the desk in the Plant Physiology Laboratory all last summer, we don't blame Bill one bit for the perilous step he took. Bill's address is 5 Walden St., West Lafayette, Ind.

Cupid is certainly raising havoc in the Research Laboratories. Mr. Richard St. Clair of the Massachusetts College of Pharmacy, who was assistant to Dr. Wolfson last summer, is tottering on the crumbling brink now. He has just whispered the announcement of his engagement to Miss Frances Pittfield of Boston and Philadelphia. No date has been set for the big show.

Jarvis Kaye is in a terribly fidgety condition. He has been transferred to New York and it seems that all this came about at the most inopportune time, for just about a week before Jarv got his clearance papers he met "the most wonderful girl, etc."—and now—correspondence is so unsatisfactory in such cases, you know.

Mr. Dellenbaugh has now turned moving picture producer (is there anything that fellow can't do?) and is taking motion pictures of the activities of the Research Laboratories. The name of the forthcoming production has not been officially announced, but we believe it will be Carroll Greene's and the Dale brothers' first feature picture in the banana drama entitled "The Skin You Love to Touch". And we are going to give away a secret. You know no one in the Laboratories really works as rapidly as these pictures would seem to indicate.

Among the recent visitors to the Research Laboratories were Mr. Peacock, Mr. Prince and Mr. Thomas from Elders and Fyffes, Ltd. We also had the honor of a visit from Mr. A. R. Kieffer of Tela.

Mr. Frank C. Stratton, graduate of Amherst and now a graduate student at the Massachusetts Institute of Technology, has joined the Research Laboratories as a part-time assistant to Dr. Wolfson.

Research File Clerk: What is Elephant Grass used for?
Dr. Johnston: Fodder.
Research File Clerk: For der what?
Dr. Johnston: Fodder Elephant.

We sometimes wonder why we need a physicist when we haven't any soda fountain.

General Office

Miss Madeline Silva, who succeeded Ann (Anderson) Kallander as assistant to Dr. Tewksbury, has been transferred to Tropic Foods and the Laboratory. Her place in the Statistical Bureau has been taken by Miss Geraldine E. Clark, a graduate of Radcliffe College.

During the last few weeks we have been fortunate in having the assistance of Miss Ruth Dukesmith as special stenographer. Her work has greatly facilitated the preparation of written material for publication.

Library Review

Travel

FABULOUS NEW ORLEANS, *by Lyle Saxon.*
"The intimate story of the strangest city in the United States."

The book begins with a vivid description of the Mardi Gras festivities in New Orleans, the street pageants, the masqueraders in their many-colored costumes, the masked musicians, the night parades with their glittering tinsel and flaming torches, and the Mardi Gras balls in the French Opera House.

A brief history of New Orleans follows, and out of a background of curious episodes, of incredible incidents, the city, "part ancient, part modern, mysterious, and fabulous," slowly emerges, first French, then Spanish, and finally American.

During the course of the story we are given a vivid picture of the largest banana wharf in the world, with its crowds of laborers, its machines hoisting the green bunches of fruit from the hold of the ship to the banana carriers who shoulder bunches and trudge away to the box-cars with them.

The book is illustrated throughout with reproductions of etchings by E. H. Suydam who has captured perfectly the charm of this city.

Business

THE NEW WAY TO NET PROFITS, *by Fred W. Shibley. (Foreword by Donaldson Brown, Vice-President of General Motors Corporation).*

A book in which the author emphasizes the

great part that forecasting and planning play in modern-day business management, and how vital they are to industrial prosperity.

The author in his argument states that "just as that state is most prosperous whose several functions of social organization and government are coordinated by a wise executive policy, so is the industry most successful whose diverse units have been harmonized through the planning and forecasting of its operations along carefully thought-out lines."

DOLLARS AND SENSE, *by Charles E. Carpenter.*

A book well worth reading, in which the author replies to the sensational charges which were made against present-day advertising and business methods in the book "Your Money's Worth."

In this volume, the author not only refutes in a clever manner the arguments put forth in "Your Money's Worth," but emphasizes his firm belief in the absolute integrity of the American advertiser and manufacturer.

("Your Money's Worth" is already in the Library.)

HARVARD BUSINESS REPORTS, VOLUME 5, 1928.

A volume recently compiled by and published for the Graduate School of Business Administration, Harvard University, which contains cases on many varied subjects of vital interest to the business man, as for example, Sales Promotion, Purchasing, Advertising, Refunding, Price Cutting, Railroad Operation, and Accounting.

Biography

WHO'S WHO IN AMERICA, 1928-1929.

A biographical compilation of notable living men and women of the United States.

Fiction

JOSHUA'S VISION, *by William J. Locke.*

A clever story, full of whimsicality and flashing satire, dealing with Joshua Fendick, a successful business man who, having become bored with the commercial world in which he moves, turns sculptor.

HARNESS, *by A. Hamilton Gibbs.*

Another dramatic story by the author of "Soundings" the scene of which is laid in an English cottage just outside of London.

It is a love story, deeply conceived, ably executed, in which the author has again proved his exceptional gift of making his character growth as thrilling as his plot.

DESTINY BAY, *by Donn Byrne.*

A group of tales filled with love, romance, comedy, and tragedy, by a man who wrote with a perfect understanding of a land and people he knew and loved.

Its vivid description of the rustic beauty of the Irish scenery, its vivid delineations of lovable characters of various temperaments, and its original style, result in an altogether charming and unforgettable volume.

Magazine Articles

EYES OF BUSINESS ON SOUTH AMERICA. (*The* Literary Digest for December 1, 1928).

A most interesting, instructive, as well as timely article, in which the commercial and financial relations between the United States and Latin America are discussed.

In this article The Literary Digest quotes the following facts from the Yearbook of the Department of Commerce:

"Commercial and financial relations between Latin America (South and Central America) and the United States have been increasing constantly since the beginning of the World War. Of all the large trade regions in the world, Latin America stands now only second to Europe as a market for the products of the United States. Latin America is third in supplying us with commodities, being surpassed only by Europe and Asia. Although there was a slight drop in 1927, *as compared with* 1926, *there are gains in* 1928 *which are most significant. They show that South American commerce with this country has been steadily increasing, while that with other important trade regions, such as Europe and the Orient, has been receding."*

PRESIDENT-ELECT HERBERT HOOVER'S PROGRESS AROUND SOUTH AMERICA. (Time, for December 3, 1928).

The first of a series of three maps and articles visualizing the progress of President-Elect Hoover around South America.

Radio Telegraph

Boston

THE Radio Department lost another of its mainstays when Mrs. N. L. Bowen sailed for Almirante on November 28 on the S. S. *Metapan.* She will not be going to an entirely strange clime, however, for she has been south before. She was presented with a purse of gold and left with the best wishes of the Department and the hope that we shall see her again before long.

Miss Gertrude O'Donnell has been transferred from the office of Mr. Harris, Radio Engineer, to Mr. Beakes' office, in place of Mrs. Bowen.

Miss Marjorie Mellish is taking over Miss O'Donnell's former duties under Mr. Harris.

We had the pleasure of a few days' visit from Mr. W. F. Allston, Radio Engineer, who is up north on his first vacation in many a moon.

"Slim" cut his visit entirely too short and left for warmer points before catching a "colt" and getting "horse".

Miami

NOW that the hurricane season is about over and everything is tranquil and sunny once more, we are pleased to advise that we came through this year minus only a few shingles and antennae. It was a close shave in September, too close for really normal breathing.

Replying to W. M. P. who, in his November "Unifrivolity" column, wonders whether we are going to let go unchallenged the assertions of some gent in California regarding the remarkable precocity of "California trained gulls," which, it is alleged, travel one thousand miles to escort a ship back to their native state, we can only admit we did not see the item referred to, hence our silence to date.

However, the inference to be drawn from the California claim regarding their "trained gulls" is that they so dearly love California that they will cheerfully travel a thousand miles out to sea for the purpose of welcoming visitors. Really, that's putting it on a bit thick. We have known *hungry* gulls to fly further than that. Miami gulls stay close to shore where the pickings are good. Our civic pride would indeed be hurt if our gulls had to go flapping all over the ocean looking for something to eat. With regard to "Florida sharks" (who got their early training in California), we sent 'em all back to their native heath.

Mr. John Turpie, our genial and very efficient Plant Engineer, left us on October 31 to go "a-travelin' ", having been transferred to the Chiriqui Land Company. We hated to have "Scottie" leave us, and we all wish him a full measure of success and happiness in his new surroundings.

Friends of Mr. George H. Rogers, Chief Electrician at the Miami station, will learn with regret of the death of his father on November 9 at Highlands, N. C. Mr. Rogers left Miami on the same day to attend his father's funeral.

From the tropics Messrs. W. C. Bay, Chief Operator at Tela, and W. F. Dillon, Superintendent at Barrios, have been enjoying a well-earned rest and change of climate while vacationing in the north. The first flurries of snow will probably bring the "Call of the Tropics" back to them.

Mr. J. C. Drouilhet has been promoted from Second Operator on the S. S. *Atenas* to Chief Operator on the S. S. *Iriona*. With the assistance of the new circular we are confident that Mr. Drouilhet will produce results.

We were delighted to receive a call recently from our old friend Mr. Sam Baggett of the Law Department. Sam's time was entirely too short to allow for fitting entertainment to be extended him, but we hope some favorable impressions of the Crescent City will linger with him and hasten his return.

We were much pleased to receive a call from Mr. D. J. O'Sullivan of Castilla, who was a recent visitor in New Orleans. Between seeking needed rest and "doing his Christmas shopping early," Mr. O'Sullivan's time was fully occupied.

After efficiently fulfilling their mission of furnishing weather reports for the protection of ships at sea during the recent hurricane season, Messrs. A. L. Meggers and R. L. Metoyer have again been ousted from their Swan Island home. Judging by their coat of tan and husky appearance the Swan Island climate agreed with them.

New Orleans

The proud father of this husky youngster is Mr. Vance Nall, Radio Inspector of the Tropical Radio Telegraph Company at New Orleans. Junior is only two and a half years old, but judging from his present physique and endurance it won't be long before he will be qualified to put on the gloves with daddy and give a good account of himself

ON October 17 wedding bells again rang merrily when Mr. W. L. Hille, Chief Operator of the S. S. *Abangarez*, entered into a life partnership with charming Miss Genevieve Pfaff of New Orleans. The happy couple enjoyed a honeymoon trip to Havana and return on the S. S. *Turrialba*.

Mr. R. V. Howley of Boston paid us a flying visit recently while en route to the countries of the Caribbean. Bob always runs on such a limited schedule we barely have time to introduce him to our famous shrimp and fried chicken dinner before the steamer whistle blows and he's off again. But our welcome sign is always out, so come again Bob.

It is with deep regret that we have learned of the sad loss suffered by Chief Electrician Geo. H. Rogers of Miami through the recent death of his father. The sincere sympathy of the Radio Department is extended to him.

Mr. E. F. Hymel, Electrician at WNU, has returned from a well-earned vacation. "Hy" took advantage of his opportunity and enjoyed an automobile tour through Texas and Mexico.

Mr. A. W. Stoltz, Wire Operator at WNU, has also reported for duty after vacation. Tony reports he found so many local attractions that his vacation was over before he had time to get out of town.

Mr. E. G. Long, Chief Electrician at WNU, recently returned to duty after enjoying a vacation spent with his family in the suburbs. Like Tony, Mr. Long found too many attractions and comforts at home to develop the wanderlust.

Among the recent Miami vacationists were Messrs. Fred Dawson, R. W. Spracklin and H. S. Wright. Details are lacking but we know the boys at WAX were entitled to enjoy a rest and we hope they did.

Long Wharf

IT was our pleasure during the month of November to greet three representatives of Elders & Fyffes, Ltd.: Mr. W. D. Thompson, Manager at Liverpool, Mr. E. M. Prince, Manager at Rotterdam, and Mr. S. J. Peacock, Manager Publicity Department at London. These gentlemen were very much interested in the various phases of operation at Long Wharf as shown and explained to them by Mr. Minchin. We are always pleased to see our friends from across the water, and hope that they enjoyed their short visit with us.

We were agreeably surprised and pleased to be given the chance to say hello to Mr. W. J. Bennett, Assistant Freight Traffic Manager at New York, and to Mr. R. E. Meyer, Accountant at Baltimore, who made their first visit to Long Wharf during the past month.

Mr. C. H. McCarten, head of the Time and Material checkers at New York, is paying us a visit at Long Wharf. We hope his stay in Boston will be a pleasant one.

Messrs. H. C. Whitehouse and A. E. Capone are new employees who have been welcomed to the Accounting Department during November.

Our affable Purchasing Agent, Mr. V. DeP. Goubeau, attended the annual get-together of the New England Purchasing Agents Association at the Hotel Biltmore, Providence, R. I., on November 19. "Vin" was on the job bright and early the next day and reported the affair a most successful one.

We note in the November issue of the *Marine Review* a very favorable comment on our Dr. F. X. Crawford's talk at a meeting of the Marine Division of the National Safety Council held at the Waldorf Astoria in New York, October 5-10. Dr. Crawford read a paper on the "Physician in Industry".

On Friday evening, November 16, more than 275 seamen from the various ships in Boston at that time enjoyed an entertainment given at the Boston Seamen's Friend Society, 287 Hanover Street, under the auspices of Mr. Dominic Dineen, our Shipping Master at Long Wharf. The program included comic skits, songs, etc., and a specialty act in magic given by Mr. Dineen himself, who has made quite a study of magic and is said to be very good at sleight-of-hand stuff. Another feature was songs rendered by Mrs. Catherine Grant, wife of Captain Grant of the S. S. *San Blas*.

Revere Sugar Refinery

REFERRING to the campaign to reduce accidents, the record made by the Raw Sugar Department of the Revere Sugar Refinery is very interesting. This department takes the raw sugar as it is removed from ships, piles it in the shed and delivers it to the melters. This is all heavy work and is usually classed as hazardous. For the year 1928 up to December 6, the Raw Sugar Department with a maximum of 63 men, has not had a "Lost Time Accident".

The approximate amount of material handled by this department is shown below:

Sugar	Bags	Lbs.
Handled from ship to shed	952,681	334,166,934
Delivered from piles to melter	446,643	147,392,190
Handled in shed from Jan. 1, 1928-Dec. 5. 1928	1,399,324	481,559,124

Other Materials	
14,429 Bags	1,288,761 lbs.
2,630 Bales	574,290 lbs.

This is a record that all other departments of the Company should try to equal.

A noticeable change for the better was shown last week in the team spirit of Team No. 3 of the Bowling League, as they were without their dragging anchor, Richard Bolton. They felt so bad about not having him with them that they proceeded to trounce team No. 14, Harry Turner et al., to the tune of four points. Harry was singing "blue" songs all night as he was getting his usual breaks. Incidentally Captain Temple of Team No. 14 used his head when he appealed to President Caffrey about the outside interference and static caused by Ray Ives, Tom Scanlon and several others throwing a towel in for him before the round (of bowling) was over. The other members of the team feel that Temple is justified in his complaint. Anchor man Bolton still maintains that Team No. 3 will receive the cups in April.

Maurice O'Connor has blossomed forth at this late date as an artist of no mean capacity in the Terpsichorean line. His dancing (?) at the UNIFRUITCO party was a thing of beauty and several inquired if he was a dancer on the Keith Circuit.

Miss Kathleen Hayes has been transferred from the Credit Department to Secretary to our Auditor, Mr. C. W. Udell. Her place has been taken by Miss Frances Swinehamer. We are glad to welcome Miss Swinehamer.

San Francisco

Tropical Vignettes

By Lorraine Boyd

THE Statue of Liberty's hand raised in welcome may be a gladsome sight to countless thousands. But I for one was sorry to see her austere beauty framed by New York's irregular skyline as our trim white ship, with its diamond marked funnel, slid into Pier 15 and I realized regretfully that I was at the end of my Caribbean cruise.

It was hard to return to mundane things. I had anticipated my trip greatly and I had not been disappointed. I had shared for a few weeks in all the beauty and allure of Central America.

I was sorry to leave behind the beautiful Caribbean countries, but I was even more sorry to lose the fascinating contacts with interesting people which such a trip affords. Places interest me largely as a background for people.

Havana was my first glimpse of a tropical city. It will always carry a remembrance of fans, for their extensive use was a novelty to me. I have a very vivid memory of the day I stood on "Muelle" Santa Clara and watched the S. S. *Calamares* preparing to depart for New York. It was a charming picture, the sparkling Cuban sunshine on the white ship and her white uniformed officers, the brilliant colors of the women's dresses and the flicker of their fans, the dark vivaciousness of the Cuban men in their light suits. Farewells were being said with obvious emotion and excited volubility. Through it all ran the continuous whirring song of the fans as they were adeptly manipulated. There is a distinct art to it. First two or three graceful strokes to relieve the heat, then a sweeping gesture to the right and back quickly, punctuated with a click as the fan shuts, just a moment's pause and then a whirr as with a quick stroke of the thumb it is reopened, and the waving is renewed.

I was envious. I immediately purchased a fan in the American Bazaar, just a cheap little fan, from the thousands offered to me on the open counters. I practised diligently and acquired a slight measure of skill, but not much grace. That evening I attempted to display my prowess, but I apparently deluded no one into the fancy that I was a Spanish señorita. Blondeness, of course, was a distinct disadvantage, in that respect. Not in others—I recall that Lorelei Lee and her friend Dorothy found that Spanish gentlemen prefer blondes.

I had been warned that these same Spanish gentlemen were dangerous company for young American girls traveling alone. But I must confess that I am inclined to doubt my source of information, for they exhibit a very charming deference. En route from New York to Havana I had made the acquaintance of a young Spaniard from Havana, returning home from an American university for his vacation. He had a radiant, naive smile, and was friendly, but not at all presumptuous. His English was delightfully precise. He played the piano, with a gentle inaccuracy which stamped this accomplishment as one acquired for his personal pleasure perhaps. He played and sang charming Cuban songs and was eager to teach me Cuban dance steps. No amount of clumsiness on my part could discourage him.

I was charmed by the festive air assumed by the Malecon each evening. The popularity of this drive along the ocean front at sundown makes it assume almost the nature of a rite and everyone in Havana seems to share the enjoyment in open cars. I marveled at the stateliness and lanquid grace of the Spanish women, at the beauty of their large, expressive eyes, at their dark skin and their contrasting carmined lips. Black clothing was so predominant among them

that my curiosity was aroused. I was told that it was mourning, for, as in the old world, black is worn for even distant relatives when they die and the period of mourning is lengthy.

I had a perfect shopping tour on Obisbo Street in the shops open to the street and welcoming you with their bright display of wares. Perhaps plump Cuban ladies were not allowed to shop in public in the days when that street was built. I shuddered for their safety on the narrow sidewalks, almost too narrow for even an American flapper. Machines whizzed by and it seemed miraculous that feminine draperies escaped their wheels.

I confess I would have found myself very much confused and ineffectual without the Cuban guide who accompanied us, and who intensified our enjoyment greatly by his smiling comments and verbose bargain driving. There was so much to see that I ended up in my usual fashion, with very few purchases. A refreshing drink at the Sevilla Biltmore, and a drive out the Malecon, completed the tour. I lack the usual feminine interest in shopping as a vocation, but I could be persuaded to indulge often if it could end in that manner.

Jai alai was to have filled the minor portion of an evening, but it was too exciting to leave. I had often played handball with my brothers, and here was a much glorified game. The speed and agility of the players fascinated me and I shouted as madly as everyone else. I loved the atmosphere of suspense, the hissing and cheering, and the clamor of the red-capped bookmakers, which accompanied the play. It was an exciting exhibition of Latin temperament.

The antics of a young negro distracted my attention at times. He wore a straw hat, tilted perfectly vertically on the back of his head. I was sure that he would lose it eventually, but it remained there, poised precariously. He twisted a lame leg around a crutch, and achieved remarkable speed in movement, leaving his hands perfectly free for gesticulation. He ran back and forth whetting the excitement of the betting.

COLON had a sinister aspect as I viewed after dark for the first time those tall narrow doorways with the flickering lamps burning within. But by day it was a very friendly place. The shops interested me very little, probably because I had come from the Pacific Coast where oriental goods are always on sale. I am no bargainer, and by the time I had convinced a Hindu that the little black elephant was worth only two dollars instead of three, I wasn't sure that it was worth more than one dollar.

Seated in a victoria, rolling through the streets of Colon, I felt much as I had seen Queen Mary look so often in pictures. What a jolly ride for fifteen cents, or some other small sum. The negro drivers of these vehicles exude placid contentment with life. They occupy a dignified position perched high on their seats under their cotton umbrellas. No Rolls Royce sounds a more peremptory command than does the clanging bell of a "seagoing hack" at an intersection.

Ruins at Old Panama so often sacked and looted by pirates

At Old Panama I stood among the ruins where pirates had sacked and looted so often, and where at the moment the only sign of life was a hungry-looking dog who emerged from a thatched hut and sniffed at our heels. I felt very young.

Returning from Panama just at nightfall in a P. R. R. chair car, I saw at distant intervals along the Canal single native huts perched high on a knoll, surrounded by the dark waters of Gatun Lake which are gradually creeping up on its eerie, disappearing forest.

I HAD not expected to find in a short trip into the interior of Costa Rica such beauty as there was in the Reventazon Valley. I was awed at the engineering feat accomplished in building that splendid roadbed. Looking dizzily down from the train into the canyon where the river ran along so gayly, and then up to the hills, covered by banana trees, I wondered how it had been possible to plant and cultivate on such steep slopes.

I was accustomed to city life, with its impersonal flavor, and it was a delight to watch the crowd at Turrialba, gathered for the daily event, the arrival of the train. Women offered trays of odd-looking pastries and fresh Costa Rican pineapple and mangos. Tiny, sober-eyed, dark-skinned children had learned to stand near to take advantage of the chance generosity of tourists.

I felt a sudden envy of the little American girl in the Buster Brown suit, seated on her pony, which she rode so confidently. I imagined her father a superintendent perhaps of one

The drivers of the ox-carts were polite and friendly and enjoyed having their pictures taken

of those many banana plantations covering the rolling hills of the Reventazon Valley up which we were traveling. My childhood seemed prosaic in comparison with this colorful scene.

On our train were a Costa Rican and his daughter, returning home, and they received a warm welcome at each stop; there were flashing smiles, excited volubility, hearty hugs and much gesticulation.

In the quaint hotel in San Jose we found that a young Costa Rican art student was sketching us as we sat in the palm court during a violent pelting rain-storm. He had absorbed the first rule of caricature, and emphasized our outstanding physical characteristics. The result was frightening, and the lad had to talk fast to explain that "it is jus' a caricature—it is suppose to be funny." We each summoned our sense of humor and purchased our picture in order to aid his further education.

We had been welcomed to San Jose by a little negro boy who jumped on the running board of our taxi and insisted that he be our guide. He accompanied us on a long ride up into the hills where we could look back on the roofs of San Jose, shining in the sun, and forward almost to the Pacific Ocean. He pointed out the cottages, chimneyless, the walls made of bamboo so the smoke could escape through them, the mud floors and the outdoor ovens. He stopped a group of Costa Ricans who were driving their picturesque orange ox-carts full of coffee plants, and we had our picture taken with them. They were smiling, polite and friendly, and obviously enjoyed their share in the operation.

Our little guide was only fourteen, but he spoke very excellent English. He told us that all Costa Ricans were anxious to learn English, and that he attended the native school in the day time and an English class in the evening.

Everywhere I was impressed by the obvious desire of the Latin Americans to be friendly and obliging to their northern neighbors, to learn our language, and to do everything in their power to be of assistance. I remember them and their country with a warm glow of pleasure.

San Francisco Notes

CAPTAIN PETERSEN of the S. S. *Limon* recently surprised us all when he suddenly announced his marriage to Mrs. Myrtle Rosander of San Francisco.

The bride and groom "put on" a party at Marquard's—*Y como!* Officialdom was there en masse, husbands and wives, and we were particularly pleased to have Messrs. M. C. O'Hearn and Lester W. Minchin, who happened to be traveling through the west at the time, attend.

Captain and Mrs. Petersen on the deck of the S.S. "Limon"

(Insert by feminine reporter): Mrs. Petersen looked very bridal in a *robe de style* of white taffeta and tulle. She and Captain Petersen were accorded sole possession of the floor during one dance, while the orchestra played Mendelssohn's Wedding March. Mrs. Petersen is a very charming bride and we welcome her into the midst of our far-western colony. Captain and Mrs. Petersen are shown on the deck of the *Limon* just before that vessel sailed for the south. We wish them every happiness.

During the month of November we have had several visitors from other parts.

We enjoyed a visit from Messrs. Wm. Newsome, I. K. Ward, C. B. Taylor, and L. M. Porter.

Sr. Don Porfirio Gongora, Mrs. Gongora and son, arrived on the *San Mateo* for a brief sojourn while en route to Boston. Mr. Gongora is attorney for the UNITED FRUIT COMPANY at Costa Rica.

Mr. C. W. Parrish, Port Superintendent for the Company at San Jose de Guatemala, is spending a short time with us and making observations on the out-turn of fruit, which is being shipped to San Francisco from that port.

New York

THE New York Division has had as its welcome guests three representatives of our English subsidiary, Elders and Fyffes, Ltd. These gentlemen, Messrs. S. J. Peacock, E. M. Prince, and W. D. Thompson, won all UNIFRUITCOITE hearts—especially the weaker hearts—oh, gracious, no!—we mean the weaker sex!

Mr. J. C. Roth, one of the oldest Overseers in point of service with the Tela Railroad Company, arrived in New York November 23 aboard the S. S. *Tela* on his way to Cleveland, Ohio, for his vacation.

Dr. W. E. Deeks, General Manager of the Medical Department, accompanied by Mr. James S. Cudlipp, Assistant to the General Manager, sailed December 5 on the S. S. *Castilla*. They are visiting all the Tropical Divisions. Dr. Deeks plans to return to New York early in February, while Mr. Cudlipp will remain in the tropics until the first of March.

Dr. Herbert C. Clark, Director of Laboratories and Preventive Medicine, has been signally honored in being appointed Director of the Gorgas Memorial Institute Laboratory in the Canal Zone. In connection with this appointment, Dr. Clark had the honor of meeting President Coolidge at the White House.

Rumors again are rife. A furniture store is a most unusual place in which to find a UNIFRUITCOITE, and the presence of one of our number in such a place gives rise to certain prognostications on the part of his fellows. Quite by chance, it was discovered that Vin Kennedy of the Freight Department has been making more or less surreptitious visits to the emporia of household furnishings. It is natural, then, that we anticipate keeping our right arm, already stiff from much ringing of wedding bells, in trim.

Miss F. Monette Littler, of Connersville, Ind., was in New York for a day prior to sailing on the S. S. *Toloa*, December 15, for Cristobal, where she will be married to Mr. Dean Smith of the Engineering Department, Costa Rica. After their marriage Mr. and Mrs. Smith will proceed to Limon.

The Bowling Tournament has come to an end. All games were rolled at the Palace Recreation Alleys, Brooklyn, N. Y. The concluding games were hotly contested by reason of the closeness in position of the first three teams; however, the Marine and Storeroom combination came out the winner by taking the last six games. This combination includes "Tommy" Derienzo, "Len" Hickey, "Bill" Simons, Harry Roslokken and Fred Muller.

In addition to the consistent bowling by the members of the first three teams a feature of the tournament was the work of J. A. Kotlib, member of the Purchasing combination, who attained the individual high score and average. At the beginning of the tournament this boy was in fourteenth place, but his good work won first place at the finish. The "Money Bowlers" had better keep their eye on this chap.

Final Standing

Team	No.	Games	Won	Lost	Percentage
Marine & Storeroom	4	30	23	7	767
Pier 9, Freight	1	30	20	10	667
17 Battery Place	2	30	18	12	600
Purchasing Combination	3	30	14	16	467
Accounting Dept.	5	30	8	22	267
Piers, 15, 16 & 31	6	30	7	23	233

High Team Score

1	17 Battery Place	914 pins
2	Marine & Storeroom	877 "
3	Pier 9, Freight	862 "

Individual High Score

1	Kotlib	223	"
2	Riddick	222	"
3	O'Leary	217	"
	Roslokken	217	"

Individual High Average

1	Kotlib	169.11

Ten Highest Individual Averages

1	Kotlib	169.11
2	Derienzo	169.10
3	Teetsell	166.30
4	Muller	165.12
5	Tompkins	163.22
6	Baker	163.1
7	Riddick	161.9
8	Roslokken	160.9
9	Earle	157.23
10	Hickey	156.40

Notables and Great White Fleet Ships on which they sailed: Miss Maria R. Esquivel, niece of the late Consul General de Costa Rica in New York, S. S. *Zacapa,* November 14, to Cristobal. Major C. N. Duncan, cousin of the President of Panama, S. S. *Toloa,* November 17, to Cristobal. Mrs. J. G. South, wife of the American Minister to Panama, S. S. *Toloa,* November 17, to Cristobal. Mrs. Maria T. Moran, wife of the former Treasurer of Guatemala, S. S. *Tivives,* November 24, to Barrios. Dr. Frederico Agacio, Minister from Chile to the Central American republics, S. S. *Pastores,* December 1, to Limon. Mr. Conrado Dominguez, Vice Consul of Cuba in Philadelphia, S. S. *Pastores,* December 1, to Havana. Mr. Augusto Merchan, Consul General de Cuba in New York, S. S. *Pastores,* December 1, to Cristobal. Mr. Ralph Renaud, Managing Editor, *New York Evening Post,* and daughter, S. S. *Pastores,* December 1, cruise. Mrs. Eugenie Todd, wife of the American Commercial Attache in Havana, S. S. *Pastores,* December 1, to Havana. Mr. Ramon Aguilar, Secretary Costa Rican Consulate in San Francisco, S. S. *Ulua,* December 8, to Cristobal. Mrs. Mary James, wife of Doctor James of the Herrick Clinic in the Canal Zone, S. S. *Ulua,* December 8, to Cristobal. Mr. Harold Bonilla, son of the late Consul General de Costa Rica in New York, S. S. *Zacapa,* December 12, to Cristobal.

New Employees: Manuel Ramos, fireman, Terminal Operations. Robert E. Penny, clerk, Downtown Ticket Office. Igor Koty, office boy, Freight Terminal Department. Mary E. Leen, typist, Purchasing Department. Jose Venturera, fireman-watchman, Terminal Operations. Estelle Hoffberg, comptometer operator, Accounting Department. Randolf H. Cobb, second assistant purser, Accounting Department. Raymond Duffy, emergency second assistant purser, Accounting Department. Olga Schwartz, comptometer operator, Accounting Department. Victoria Ziccardo, typist, Purchasing Department. Robert E. Worth, office boy, Purchasing Department. Harry F. Carroll, tallyman, Terminal Operations Department. John L. Stinson, watchman, Terminal Operations Department. Thomas R. Barnaby, pier clerk, Terminal Operations Department.

New York Dinner Dance

NEW YORK UNIFRUITCOITES and friends to the number of four hundred assembled in the grand ball-room of the St. George Hotel in Brooklyn on the night of December 13 and made whoopee in approved UNIFRUITCO fashion.

Tables that filled the big room seemed to spring into brilliant, vibrant life as the jolly crowd thronged into the place for merry-making. Small, unobtrusive objects that lay on the tables were suddenly transformed into gorgeous varicolored spheres that sailed through the air from table to table and burst with sharp reports as their frail sides were strained by the inexhaustible supply of air from UNIFRUITCO lungs. Bananas, carrots, and radishes emitted the most dissonant sounds as the gay diners discovered that their noise-making propensities were greater than their food value.

After-dinner speeches were extremely witty, if brevity be the soul of wit. President Dodd introduced Mr. Ralph Keating, Manager of Northern Domestic Divisions, who in turn presented the English visitors, Messrs. Peacock, Prince, and Thompson. Each of these gentlemen made a short speech that elicited shouts of approval. The retiring Club President then introduced President-elect George Wells, while the members of the club demonstrated unmistakably that he will have their hearty support.

Meanwhile the Kentuckians, whose musical activities have stimulated UNIFRUITCOITES to incredible activity on many occasions, had assembled and prepared for action. Strains of "Pompanola," "Get Out and Get Under the Moon," and other current ballads, set the dancers in motion, while subdued lights, strained through a revolving disk, cast eerie shadows into the farthermost corners of the room.

Guests of the Club were our Elders and Fyffes friends, and Mr. Remington G. Plumer, Manager of Steamship Operations, Captain Arthur G. Dunning, Marine Superintendent, Mr. Frederick S. Dellenbaugh, Director of General Research, Mr. Warren W. Clawson, Traveling Auditor, his assistant, Mr. Pupke, and Mr. Frank Caffrey of the Marine Department, Boston.

An Ode to Modern Parents

Willie's pa and ma were kind
So he never learned to mind
Since he never took the whim
Willie never learned to swim
Once when Willie's yacht went down
Damned if Willie didn't drown.

THE New York Division responded to the Company drive for Red Cross enrollment with 126 memberships. This is by no means an indication of the total number of memberships in the Division, for a very large proportion of the employees who were solicited had joined the Red Cross through other channels.

Several New York Division employees had the privilege of hearing President Cutter in a half-hour address at the New York Chamber of Commerce, 65 Liberty Street, on Wednesday, December 5. The Older Boys' Council, Boys' Work Financial District Y. M. C. A., sponsors half-hour talks by distinguished men at stated intervals for the benefit of boys in the financial district, and it was through the courtesy of Mr. George E. Anderson of the Council that our employees were able to hear their own president give an inspiring talk.

The officials and employees of the Company were shocked to learn of the death on December 5 of Mr. M. A. Bonilla, Consul General de Costa Rica in New York. Mr. Bonilla was held in the highest regard by those who had dealings with him.

New York friends of Mr. J. F. Heneghan are congratulating him on his promotion to the position of Assistant Passenger Traffic Manager.

Fruit Dispatch—New Orleans

NEW ORLEANS was honored in early December with a visit from Messrs. S. J. Peacock, E. M. Prince and W. D. Thompson, of Elders & Fyffes, Ltd. Mr. Peacock is Manager of Publicity and is located in London, Mr. Prince is Manager of Elders & Fyffes at Rotterdam, and Mr. Thompson is Manager at Liverpool. These distinguished visitors attended the sales conference held in Chicago the latter part of November, as representatives of the Elders & Fyffes organization. While in New Orleans these three amiable gentlemen spent several busy days inspecting our facilities and witnessing the discharge and dispatch of banana cargoes at this port. We were greatly pleased that New Orleans was included by them as one of the places to be visited during their stay in this country.

For a spell during November Mr. Geo. W. McLean relieved Mr. L. F. Valley, Manager at Charleston, and Mr. W. J. Montgomery held down Mr. J. A. Coyle's job at El Paso. We would have been prepared to see Mr. Montgomery come back sporting a cowboy hat, his trouser legs encased in spurred top boots with high heels such as the plainsman uses to prod his drowsy pinto. But nothing like this happened. When he showed up at the office on his return from El Paso he was appareled as usual, with a flaming carnation in his buttonhole, and showing no outward signs of having succumbed in the slightest degree to the movie conception of fashions in the great open spaces.

We were pleased during the month of November to receive a visit from Mr. Lamar Q. Ball, an erstwhile employee of the Company. Way back in 1910-11 Mr. Ball, who is a product of the Crescent City, served the New Orleans office as office boy. Mr. Ball has been residing in Atlanta, Ga., for the past nine years, and has become prominent in the newspaper world, being at the present time managing editor of the Atlanta *Georgian*, one of the Hearst papers.

The New Orleans office had the pleasure of meeting a number of representatives from the Tropical Divisions passing through this port en route to the Fruit Dispatch Company's Sales Conference at Chicago in November. It was evident from their quest of general information while here that these young men had been giving considerable thought to the matter of distributing and marketing oft he fruit, and were eager to avail themselves of the opportunity afforded by their visit to the States to further their knowledge of operations at this end.

New Employees Fruit Dispatch Company

Mr. David Tilden Honeycutt, Cashier, Raleigh Branch, vice Mr. E. R. Patterson, transferred to Tropical Division Service.

Mr. R. E. Pendergrass, Cashier, Fort Worth Branch, vice Mr. J. E. Goode, transferred to the New Orleans Office.

Mr. Andrew Steenwyk, Cashier, Grand Rapids Branch.

Mr. D. A. Vernon, Messenger, New Orleans.

Mr. Louis G. Faure, Junior Clerk, Traffic Department, New York.

Mr. I. K. Ward, President of the Fruit Dispatch Company, reports an incident which occurred in Belgium during his recent trip to Europe which we think well worth repeating.

While traveling on a railroad train between Brussels and Antwerp accompanied by a young man who was a representative of B. Spiers & Son, the largest distributors of bananas in Belgium, they passed through a small village, and Mr. Ward asked the population of the place. Without an instant's hesitation his companion replied: "200 cases a week."

To this young enthusiast the population represented in terms of banana demand meant far more than ordinary census figures.

A Page of Resident Managers

FRUIT DISPATCH COMPANY

R. E. Ritchie

HERE is our Parkersburg, W. Va., Resident Manager—Mr. Ritchie. His banana experience dates back to 1912, when he checked in the petty cash at Montreal and became Cashier of the Fruit Dispatch Company. This was the beginning of a long and varied Cashier's career for Ritchie. The books of many Branches carry his firm, vertical handwriting. He was Relief Cashier in the fall of 1915. He was in the Pittsburgh Office until September, 1918. Then he went to Providence and from there to Cleveland.

In April, 1919 he was called to the Banana Salesmen's ranks when he was appointed Acting Resident Manager at Parkersburg. January, 1921 he became Resident Manager. He has served faithfully and well in that territory ever since.

Mr. Ritchie was born in Montreal but became a naturalized citizen of the United States in 1923.

A. W. Pasbach

ANOTHER one of those careers that may be summed up in just two words: Thoroughly satisfactory!

Everybody in the organization knows and respects Pasbach. He is a good mixer and a good fellow and a good salesman. He never has any kicks, his temperament runs along on an even keel in any old weather, and he is one of those dependable sort of persons who never seem to let down.

He joined the Company back in 1913 and served as Cashier, relief and otherwise, at Indianapolis, Oklahoma City, Chicago, and Burlington. He was appointed Resident Manager at Grand Rapids in 1915 and you can still find his name in the telephone book of that historic city. But we don't advise you to ring him. If you want to find him just take a run down to "Produce Row" and you'll find him where Banana Buyers congregate!

A. D. Burkhart

LOS ANGELES has become an increasingly important point in the sale and distribution of bananas since the first of January, 1928. There have been as many as five steamers discharged there in one week. Bearing up wonderfully under this responsibility is Mr. A. D. Burkhart, Resident Manager at Los Angeles. That he is doing a great selling job we all know—partly from the records, and in no small measure from Mr. J. Scott Rider and others on the West Coast who sing Mr. Burkhart's praises in strong and vigorous tones.

Mr. Burkhart joined the flock at Fort Wayne as Cashier. That was back in 1913. In succeeding years he served as Cashier in the Burlington, Minneapolis and Kansas City Branches. In 1925 he proceeded to Los Angeles in the capacity of Resident Manager.

It is a real pleasure to present Mr. Burkhart at this time. Not only is he entitled to a deep bow from his colleagues in the industry, but he has demonstrated his right to a place in the ranks of the successful.

B. Whitehead

THE B. stands for Belville. We tell this even if it estranges us from "Whitey" from now on.

Here is the autobiography just as it came in from Evansville, Ind., where the name of Whitehead is synonymous with Banana Salesman de luxe.

". . . Enclosed is photo and police record as follows:

June, 1915 to 1922: Brave, bold and fearless Banana Messenger, Night Watchman and Clerk and Mounds Fruit House Resident Messenger. 1922 to date: Shy, modest and self-effacing Resident Manager.

Favorite Pastime: Aviation at $2.50 per ride.

Favorite Cigarette: Fatimas. No blindfold test needed."

A modest summary, friend Whitehead. The rest of us know you as a regular fellow from June, 1915, to date, with a reputation for being on the job, let the chips fall where they may.